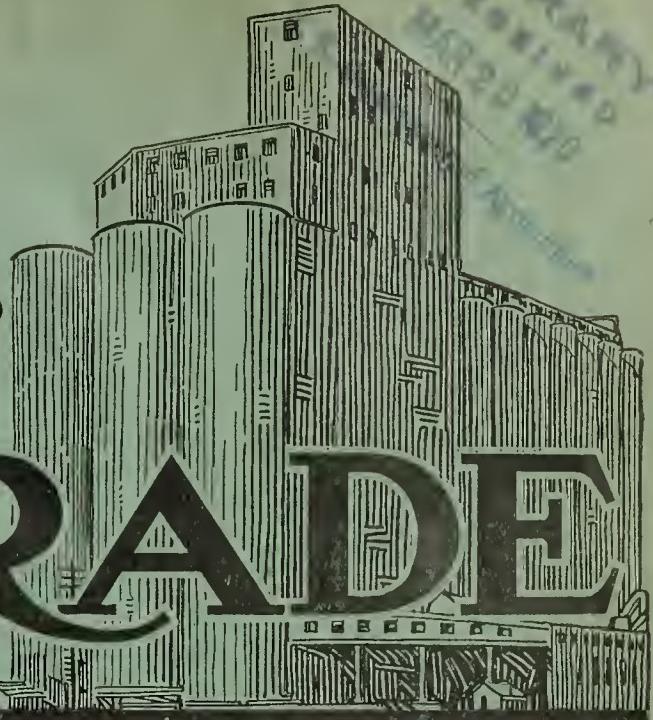


Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

THE AMERICAN ELEVATOR AND GRAIN TRADE



Established 1882

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 1882

PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., March 15, 1920

NO. 9

WE ARE PROGRESSIVE ENOUGH
TO BE AGGRESSIVE FOR YOU

McKENNA & DICKEY
Grain

60 BOARD OF TRADE

For your
Business Sake
Communicate

TAYLOR & BOURNIQUE CO.

Grain Merchants

MILWAUKEE, WISCONSIN

WESTERN BRANCHES:

Chicago, Ill.
Sioux City, Ia.
Mason City, Ia.
Des Moines, Ia.
Fort Dodge, Ia.
Sioux Falls, S. Dak.

Department X

Elevators

Milwaukee and Chicago

2,500,000 Bushels

Private Wires All Offices

Fast and Efficient Service

Track Bids

Sales to Arrive

Consign to us at

MILWAUKEE, CHICAGO OR SCHNEIDER, IND.

EASTERN BRANCHES:

New York City, N. Y.
Boston, Mass.
Philadelphia, Pa.
Buffalo, N. Y.
Pittsburgh, Pa.

Quality and

Uniformity

LANGENBERG BROS. GRAIN CO.
GRAIN and HAY

We Solicit Your Consignments

St. Louis

Kansas City

New Orleans

Oklahoma City

**Buyers
OF
Clover
AND
Timothy
Seed**

Mail Samples for Top Market Bids

**Milwaukee
Seed Company**

MILWAUKEE, WIS.

THE ILLINOIS SEED CO.
GRASS SEEDS FIELD

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

GRAIN, PROVISIONS

STOCKS AND BONDS

**SIMONS, DAY
& CO.**

Phone Wabash 7860 322-330 Postal Telegraph Building CHICAGO

We solicit consignments and furnish bids on Cash Grain and Provisions for all markets

The WAGNER

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.

Stocks E. W. Wagner & Co. Bonds Cotton
Grain Members New York Stock Exchange
Members New York Cotton Exchange
Members Chicago Board of Trade
Continental & Commercial Bank Bldg.

LETTER

Established 33 Years

CHICAGO

Genuine Turkestan Alfalfa

—Our Own Importation—

Recleaned and Polished

Purity over 99

Germination over 85

Samples and Price on Application

Courteen Seed Co.

Wholesale Field and Grass Seeds

MILWAUKEE, WIS.

BACHE SERVICE

USE IT
ON

GRAIN AND SEEDS

Chicago, Ill.



Both Efficient Grain Carriers

THE big ship that weathers the storms and brings your grain across the lakes, is no more efficient, economical, or safe than the busy Diamond Grain Elevator Belt.

Both have been built for maximum service and a long life.

In fact it is doubtful if the grain boat serves longer than the belt—so unusual are the aging qualities of the Diamond Belt.

In laying plans for a new belt installation, consult a Diamond salesmen—his advice will be helpful.

We have yet to record a single instance in which the service of Diamond Elevator Belts have failed to satisfy the user.

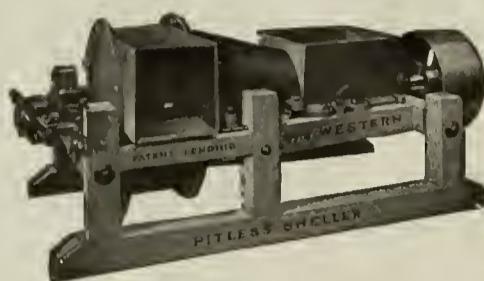
Diamond
Grain Elevator Belts



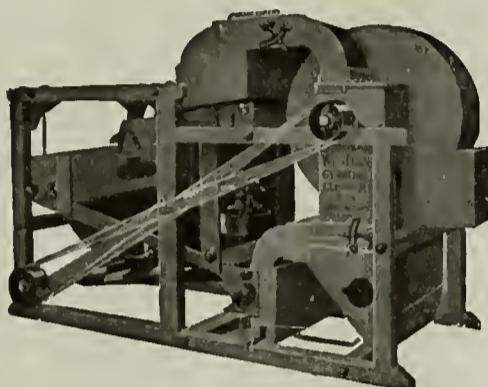
THE DIAMOND RUBBER COMPANY
Incorporated
AKRON - - - OHIO



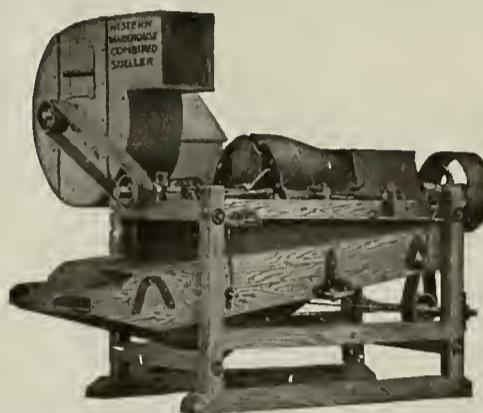
"Western" Rolling Corn Screen Cleaner



"Western" Pitless Sheller



"Western" Gyrating Cleaner



"Western" Warehouse Combined Sheller

THE Goddess Ceres gives promise of bountiful crops this year and soon, throughout the country there will be seen a marked increase in activity in the construction of grain elevators. One of the prime essentials of these houses is the elevator equipment. A grain elevator can survive neither bad management nor inferior quality of machinery. It is therefore of first importance that

THE "WESTERN LINE"

becomes the machinery factor in the operation of the new plant. It is today recognized of paramount utility for the grain dealer. Make no mistake then, but assure yourself of the continued, economical operation of your elevators by placing your order with us for the needed equipment for the new house or for placing the elevator in proper shape for the Spring business.

Our descriptive catalog furnished on request

UNION IRON WORKS DECATUR, ILLINOIS

Complete Line of Shellers and Cleaners Kept at
1400-1402 West 12th Street KANSAS CITY, MO.

DOMINO FEEDS

Are the Feeds for All Your Live Stock Needs

Manufactured with Quality as First Consideration

POULTRY FEEDS

DOMINO CHICK FEED
DOMINO DEVELOPING FEED
DOMINO GROWING MASH
DOMINO LAYING MASH
DOMINO SCRATCH FEED
FIDELITY SCRATCH FEED
MARATHON SCRATCH FEED
DOMINO PIGEON FEED

DAIRY FEEDS

DOMINO DRY DAIRY RATION 24½%
DOMINO CREAMERY FEED 20%
DOMINO CREAM-O-LENE FEED 20%
DOMINO BUTTERINE DAIRY FEED 17%
UNION DAIRY FEED 14%

CALF MEAL

DOMINO CALF MEAL

HORSE FEEDS

DOMINO VIM-O-LENE MOLASSES HORSE FEED
DOMINO ALFALFA MOLASSES HORSE FEED
FIDELITY HORSE FEED
MARATHON HORSE FEED

STOCK FEEDS

DOMINO STOCK FEED
FIDELITY STOCK FEED

HOG FEEDS

DOMINO HOG RATION

All these feeds are sold in BAGS WITH THE DOMINO BORDER, which is your guarantee of QUALITY.

Dealers who are not handling DOMINO FEEDS are doing an injustice to their customers as well as to themselves.

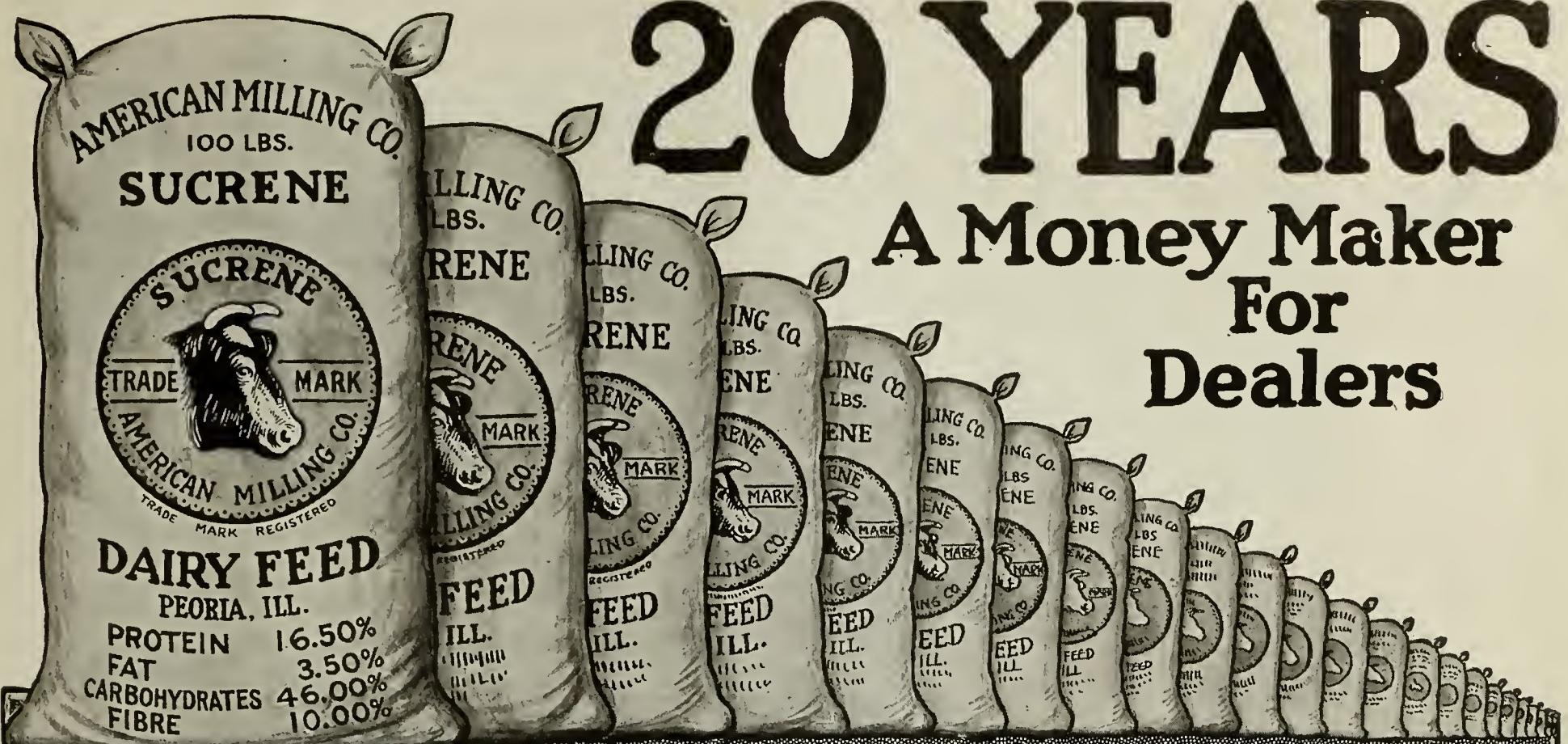
DO IT NOW

Write for samples, prices, circulars, etc.

NOWAK MILLING CORPORATION

OFFICES:
HAMMOND, IND.
BUFFALO, N. Y.

MILLS AND ELEVATOR
HAMMOND, IND.



20 YEARS

A Money Maker For Dealers

"The best thing about your Sucrene Dairy Feed is that it satisfies the dairyman, as every bag we put out is a repeater."—E. C. Everett, Marysville, Ky.

"For many years we have handled your Sucrene Dairy Feed. We consider it one of the best and most economical feeds in the market, always up to the guarantee."—S. S. Dixon, Toledo, Ohio.

"I have tested almost all commercial feeds offered to corn belt swine growers. I found your feed to be the very highest quality, with growing power on young stock to develop them into the most perfect specimens I have ever seen."—E. C. Stone, Secy., American Hampshire Swine Record Assn.

"We have sold Sucrene Feeds for several years and take pleasure in advising that our customers are perfectly satisfied with your products. As evidence we enclose order for another carload. We can especially recommend your Sucrene Hog Meal."—Canal Elevator Co., Peru, Ind.

"Since we commenced to handle your Scratch and Chick Feeds, we have largely increased our poultry feed sales; and at present rate will handle fifty cars of this feed this year. The cleanliness and uniform quality of these feeds appeal to our trade."—The James McCoy Co., Peoria, Ill.

SUCRENE FEEDS

20 YEARS—20 REASONS why Sucrene Feeds should be your logical choice for feed-handling profits.

Each succeeding year has added new triumphs to Sucrene Feeds. Constant demands on the part of the feeder have inspired the dealer to keep well stocked on Sucrene products, and as a result enormous sales have followed.

Your strongest basis for sales, next to the peculiarly favorable conditions in the feeding world, are the

Remarkable Feeding Records

which stock raisers, dairymen and poultry men have made in recent years with

Sucrene Dairy Feed
Sucrene Hog Meal
Sucrene Calf Meal

Sucrene Horse Feed with Alfalfa
Sucrene Poultry Mash with Buttermilk
Sucrene Scratch Feeds

Sucrene Feeds have always been advertised in a big way. The demand for them is greater than ever, and our new mill at Peoria enables us to meet it.

We are having a big run especially on the entire line of Sucrene Scratch Feeds for poultry, which offers an attractive business opportunity right now.

Let us have your order at once for a supply that will enable you to take care of the business that's waiting for you.

AMERICAN MILLING COMPANY

Main Office and Mills: Peoria Illinois

Branch Offices:

Philadelphia, Pa., 205 The Bourse.
Boston, Mass., 85 Broad St., Boston 9.
Cleveland, Ohio, 419 Sloan Bldg.

CINCINNATI

The Central Distributing Point for Grain and Hay



Home of the Cincinnati Grain and Hay Exchange

A Few Reasons Why Shipments of Grain and Hay to Cincinnati Pay Best

First.—It has the "square deal" plugging system for hay.

Second.—It has reconsignment and transit privileges as well as other favorable points necessary to the most successful handling of grain or hay shipments.

Third.—As the terminal points for 200,000 miles of railways it is a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage.

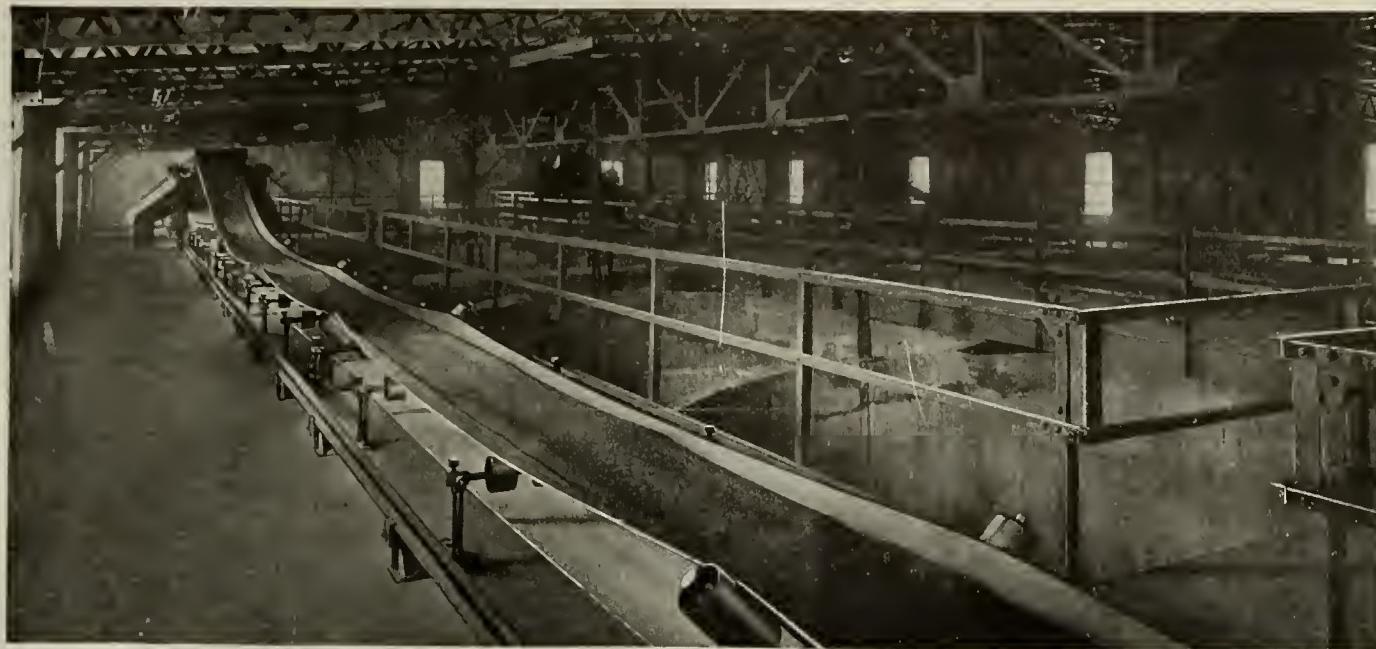
Fourth.—The market embraces in its membership young, energetic, and capable grain merchants, who are at all times working indefatigably for the interest of their patrons.

Ship your grain and hay to any of the following representative and responsible grain merchants, all members of the

Cincinnati Grain & Hay Exchange

A. BENDER, Flour, Grain and Feeds
BROUSE-SKIDMORE GRAIN CO., Grain, Hay, Feed
W. L. BROWN & CO., Grain and Hay
COSTELLO GRAIN & HAY CO., THE JOSEPH F.,
Hay and Grain
DE MOLLET GRAIN CO., Grain and Hay
DORSEL GRAIN CO., Grain and Hay

EARLY & DANIEL CO., Hay, Grain, Feed
FITZGERALD BROS. CO., Grain and Hay
GALE GRAIN CO., THE A. C., Grain and Hay
DAN B. GRANGER & CO., Hay and Grain
MUTUAL COMMISSION COMPANY, Strictly Commis-
sion
THE NUTRITIA COMPANY, Feeds



Weller Labor Saving Equipment

Save by Substitution

Labor, like coal or gasoline, is a necessary element of production. If either the coal or gasoline supply should develop symptoms of exhaustion, research workers would immediately get busy and find a substitute, and substitution alone will relieve an industrial situation, caused by a deficit in the labor supply.

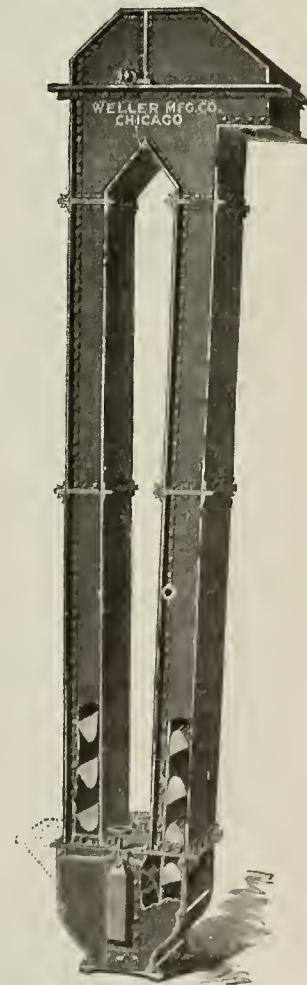
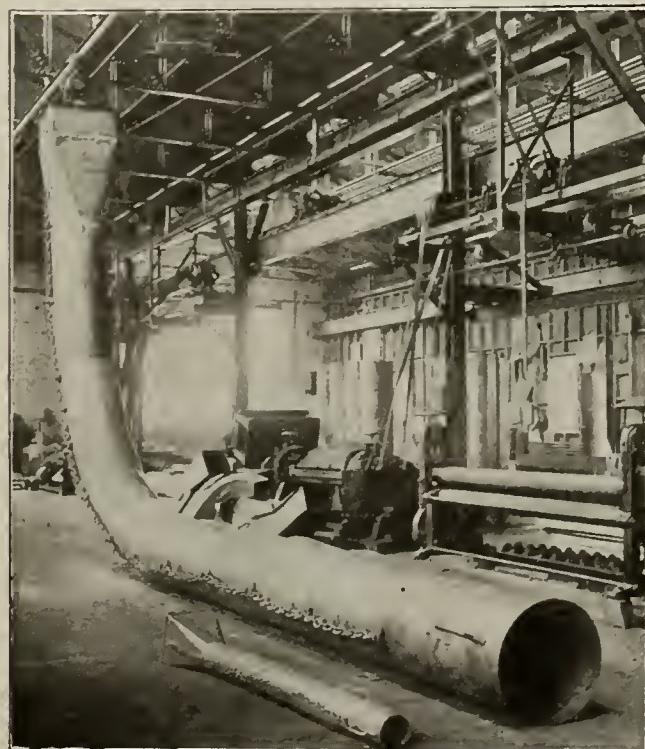
Every step in the process of readjustment is an application of the law of compensation, and the only visible method of compensating a labor shortage, such as now exists, is to substitute machine for manpower wherever a machine will do the work better, quicker, or more economically.

For more than thirty years the Weller Manufacturing Co. has specialized in the design and construction of labor-saving machinery, and during that time no other company has been so closely identified with the development of elevating and conveying equipment in its special application to mill and grain elevator work.

As pioneers in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

The economy, efficiency, and dependability of Weller equipment is attested by the fact that more Weller elevators and conveyors are used in flour mills and grain elevators throughout the country than similar machines of all other makers combined.

Write for our Catalog 30F, and let us help you to reduce your cost, stabilize your profits, and increase the output of your elevator.

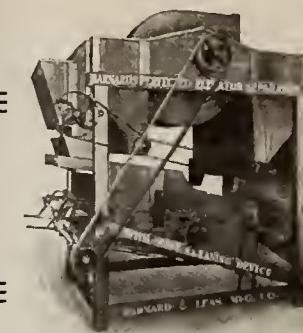


**WELLER MFG. CO.
CHICAGO**

NEW YORK CITY
PITTSBURGH

PHILADELPHIA
BALTIMORE

SALT LAKE CITY
BOSTON



—DURABLE—

*The Efficiency
of Any Grain Elevator
or Feed Mill*

depends on the KIND of machinery installed. The machinery must be modern and up-to-date; it must produce high-grade products at a good profit; it must cut out unnecessary repair bills; in short, it must be Durable, Dependable, Economical and Efficient. These valuable features and many others reveal the secret why the old reliable

—DEPENDABLE—

—ECONOMICAL—

BARNARD-MOLINE LINE RANKS HIGH

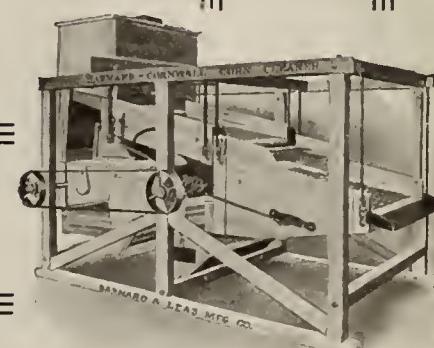
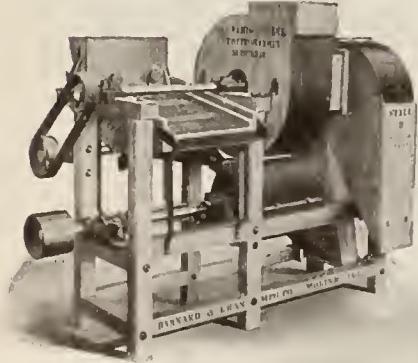
among thousands of Up-To-Date Millers and Elevator Operators throughout the world today. They have not only used it for many years and compared it with other lines; but have tested it thoroughly. It has stood the test for sixty years. Performance has proven it to be an up-to-date, reliable line. It will pay you to thoroughly investigate it.

Write for Complete Elevator and Feed Mill Catalog No. L-38

Barnard & Leas Mfg. Co.

*"Builders of High-Grade Milling and Grain
Elevator Machinery Since 1860"*

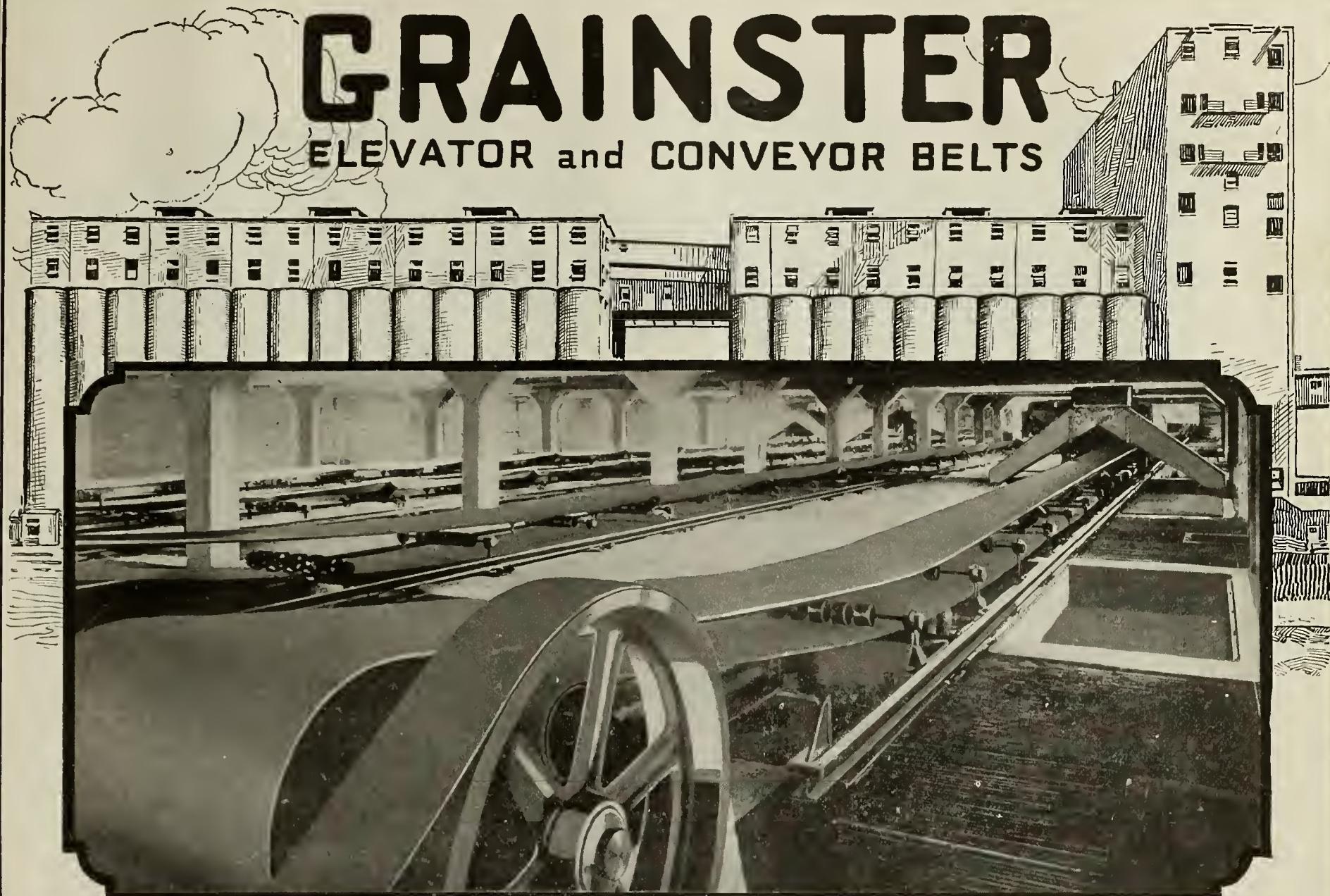
MOLINE, ILLINOIS, U. S. A.



—EFFICIENT—

GRAINSTER

ELEVATOR and CONVEYOR BELTS



40 Years Experience

in building belts for grain service has resulted in Grainster Conveyor Belts and Grainster Elevator Belts.

Five mechanical rubber factories have contributed their knowledge of grain elevator conditions to produce Grainster.

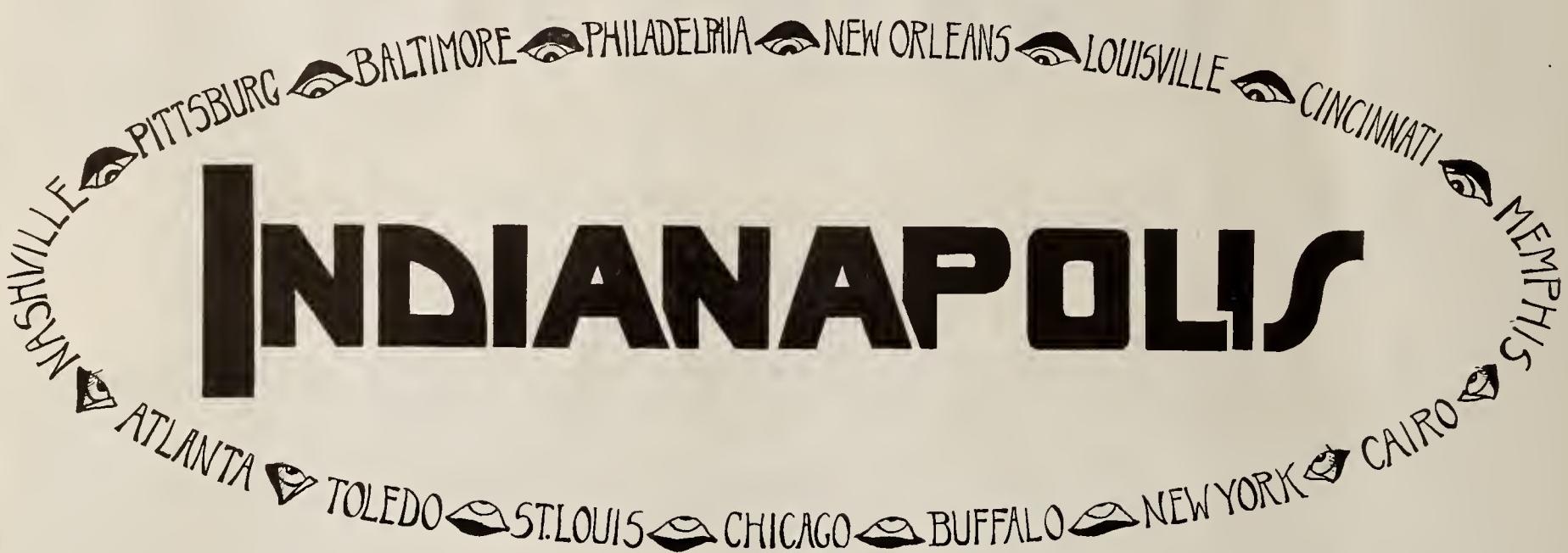
These factories built the first belts ever used to handle grain, and have since kept in touch with every new elevator condition.

Back of Grainster is the reputation of the oldest and largest rubber organization in the world. Take advantage of this Company's experience when in the market for grain belts.

United States Rubber Company

*The World's Largest and Most Experienced
Manufacturer of Mechanical Rubber Goods*





The Cynosure of all eyes,—that's the Indianapolis Grain Market.

Everybody is looking to Indianapolis for supplies and they do not look in vain.

Excellent Shipping facilities and good rates together with other advantages have made Indianapolis the best market in the country.

Individually and collectively the trade of Indianapolis is sleeplessly watchful of the interests of its patrons, therefore,

Ship your grain and hay to any of the following firms—All members of the Indianapolis Board of Trade.

BIG FOUR ELEVATOR CO., Merchandisers of Grain
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants
BELT ELEVATOR & FEED CO., Receivers, Shippers
BERT A. BOYD GRAIN CO., Grain Commission
CLEVELAND GRAIN CO., Grain Commission
WM. R. EVANS GRAIN CO., Brokers and Commission
P. M. GALE GRAIN CO., Grain, Feed
GOLDBERG GRAIN COMPANY, Consignments
HEINMILLER GRAIN CO., Receivers and Shippers
HAYWARD-RICH GRAIN CO., Commission, Brokerage
LEW HILL GRAIN CO., Strictly Commission
HOOSIER GRAIN CO., Consignments only

KENDRICK & SLOAN CO., Hay and Grain
H. E. KINNEY GRAIN CO., Receivers and Shippers
LAMSON BROS. & CO., Grain, Seeds
E. LOWITZ & CO., Grain Commission
McCARDLE-BLACK CO., Grain Merchants
CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers and Grain Commission
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed
SAWERS GRAIN CO., Consignments, Commission and Brokerage
URMSTON GRAIN CO., Grain Commission
FRANK A. WITT, Grain Commission and Brokerage

\$735⁶⁸ Milk From A Grade Cow in One Year

Springdale Dairy

JOHN. N. SOUDER
Prop.

Brunswick, Md.

The Quaker Oats Co.,
Chicago, U. S. A.

Jan. 10, 1920

Gentlemen:

I want you to know how pleased I am and how I like your SCHUMACHER FEED. I have a grade cow nine years old. In 1917 we began weighing our milk, feeding any kind of feed we could get. This cow did fairly well. In 1918 I was able to get your feed the entire season and this cow produced 2,000 lbs., more milk than the year previous. I fed twice daily 20 lbs. of silage and 10 lbs of SCHUMACHER FEED, also mixed clover hay and corn stover. We were not feeding to make a record of any kind.

Her total yearly yield was 1672 gallons of milk for which we got 44c a gallon. The total being \$735.68. The total cost of the feed was \$225.00 leaving a net return of \$510.68. Naturally, I feel that SCHUMACHER FEED is the best feed a dairyman can feed.

Yours very truly,

(Signed) J. N. Souder

Indisputable Evidence

The letter reproduced above so strikingly confirms, by actual experience, the facts we have been telling dairymen and farmers about SCHUMACHER FEED, particularly as a feed for producing MAXIMUM MILK PRODUCTION and keeping cows in "fine fettle" throughout long milking periods, that it needs little additional comment. It tells what was fed—how fed—the cost and the net returns. Bear in mind this was a **grade cow 9 years old** and no special effort was made to make a record. It is INDISPUTABLE evidence that

SCHUMACHER FEED

is the feed that farmers and dairymen find gives them best feeding results.

That's why feed dealers find such a big demand for SCHUMACHER FEED—that's why you need SCHUMACHER FEED in your store. It will build trade for you because of the satisfaction it will give your patrons.

SCHUMACHER FEED and BIG "Q" DAIRY RATION are the ideal feed combination for both feeder and dealer. If you are not handling these popular result producing feeds now you are overlooking a big business opportunity. Write today for our free folder, "BUILDING BUSINESS FOR FEED DEALERS." Let us show you how we can help you get the bulk of the feed business in your territory.

The Quaker Oats Company

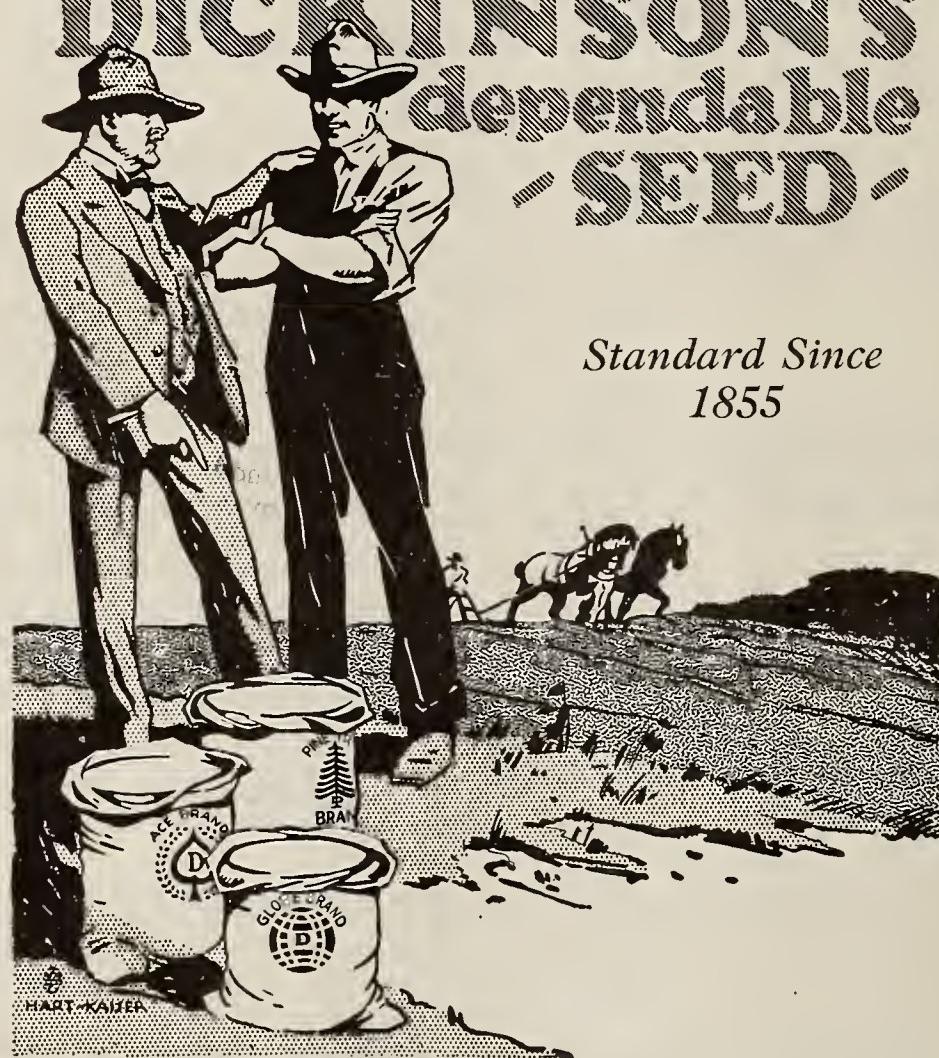
Address: Chicago, U. S. A.



Better Crops!

**Lighten the Burden of
Weed Destruction with
DICKINSON'S
dependable
- SEED -**

*Standard Since
1855*



Globe, Pine Tree and Ace Brands

*Clover, Timothy, Alsike, Alfalfa and
Field Seeds of All Kinds*

ORDER NOW WHILE OUR STOCKS ARE COMPLETE

THE ALBERT DICKINSON CO.

WHOLESALE SEED MERCHANTS

Minneapolis

Chicago

How Do You Judge Belting Service?

In selecting the belt that will deliver consistent performance over the longest periods, you must set a standard for comparison. That's simple.

Every time you buy belting that gives you less than the Rexall standard you lose money. For Rexall, with its heavy $37\frac{1}{2}$ oz. fabric, built ply on ply; its basic double-stitched and inner-locked construction that defies ply separation; its sturdy and sinewy weave which holds hooks, bolts and fasteners so they can't work loose and pull out; the reinforced cushion-like edges that prevent edge abrasion, and the Rexall Preservative Gum which keeps the belt pliable under every condition, serves longer with less trouble than any other belting we know of. For down-right consistent service and economy the standard is

REXALL DOUBLE — STITCHED CONVEYOR and ELEVATOR BELTING

Makes good BECAUSE it's made good

IMPERIAL BELTING COMPANY

Factory and General Offices: CHICAGO

Branches: New York Pittsburgh Detroit Salt Lake City

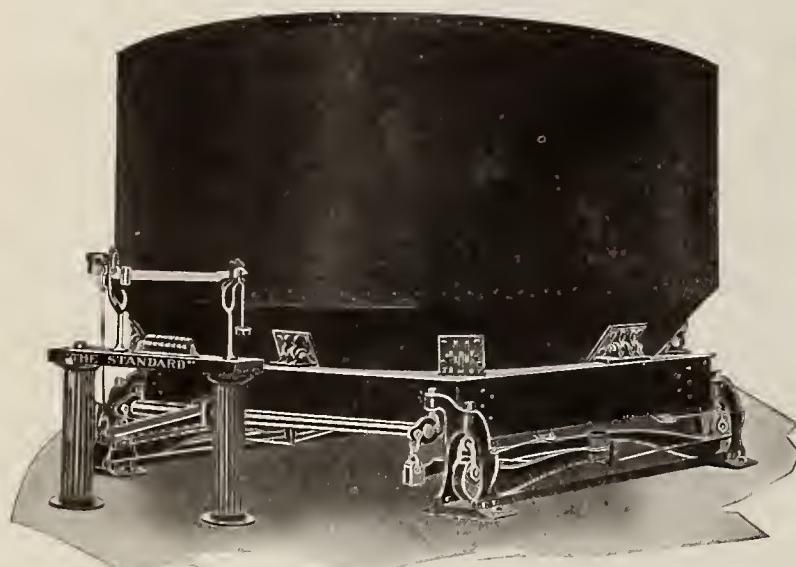
“The Standard” Scales

For Grain Elevators

Accurate

Dependable

Durable



THE most important point about a scale is accuracy. The quality of accuracy is in-built in “The Standard” Scales. Every one must be right, for if a scale does not weigh accurately, it doesn't weigh at all, it only approximates.

“THE STANDARD” Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name “The Standard” is your guarantee of the very highest quality in scale construction.

EVERY type of scale used in Grain Elevators and Flour Mills is included in “The Standard” line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.

SEND today for our latest Scale Catalogue No. 73. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

The Standard Scale & Supply Company

1631 Liberty Avenue, Pittsburgh, Pa.

NEW YORK
145 Chambers St.

PHILADELPHIA
523 Arch St.

CLEVELAND
1547 Columbus Rd.

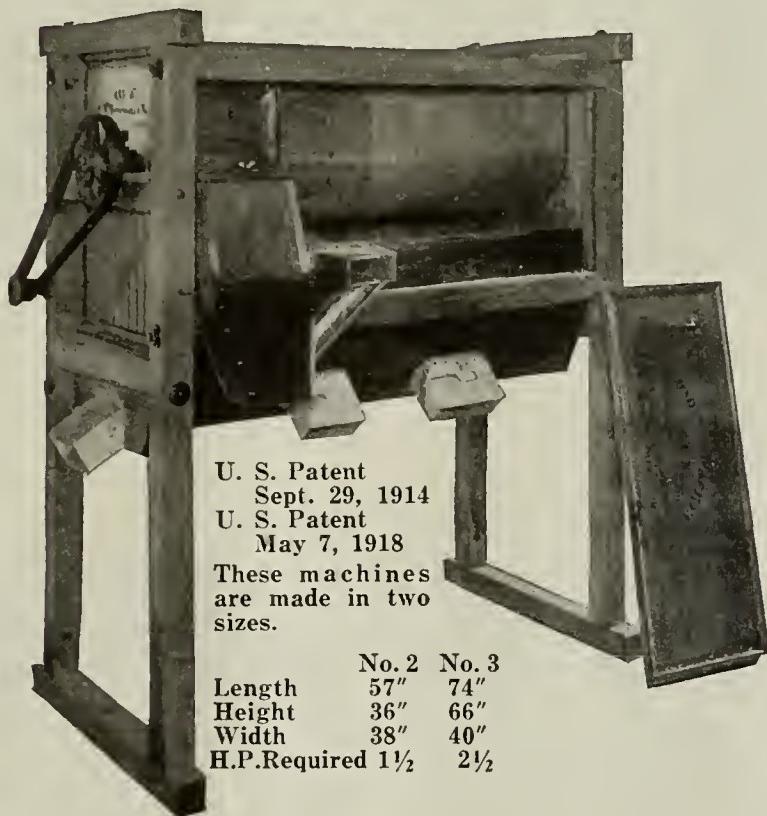
CHICAGO
163 N. May St.

BALTIMORE
409 N. Gay St.

DALLAS
3027 Elm St.

10 DAY FREE TRIAL IN YOUR ELEVATOR

**This Improved Economy Corn Cracker
and Separator Will Soon Pay for Itself**



The Goodrich Bros., Winchester, Ind., started with one of our first machines in 1916. They now have seven in their different elevators, and are planning more.

**THEY FOUND IT PROFIT-
ABLE AND SO WILL YOU**

Let us send you our booklet explaining this machine and telling how to make fine horse ration.

North Vernon, Ind.

THE LINKHART MFG. CO.

NORTH VERNON, IND.

SOME one is selling the chick feed and horse feed in your community. Why not you?

By manufacturing your own feed your profits on sales are larger than when selling a product made by some other firm.

THE ECONOMY GRADES AND POLISHES

It turns out bright, clean, polished cracked corn of all desirable sizes. The coarse for scratch feed, the medium for developer and the fine for baby chick feed.

TO GET THE ECONOMY

You pay the freight to your elevator. We will pay return freight in case you are dissatisfied.

Linkhart Mfg. Co.
North Vernon, Ind.
Gentlemen:
Please ship one of your
No. to me. I will
pay the freight, and if it is not
entirely as satisfactory as it ought
to be I will return it to you after
10 days' trial, you to pay the freight
on its return.

Name

Address

How to ship.....



400,000 BUSHEL ELEVATOR

FOR

Postum Cereal Co.

Battle Creek, Mich.

MAKERS OF

POST TOASTIES, POSTUM CEREAL
AND GRAPENUTS**"There's A Reason"****Macdonald Engineering Company**

53 W. Jackson Boulevard, Chicago

FOLWELL-AHLSKOG CO.

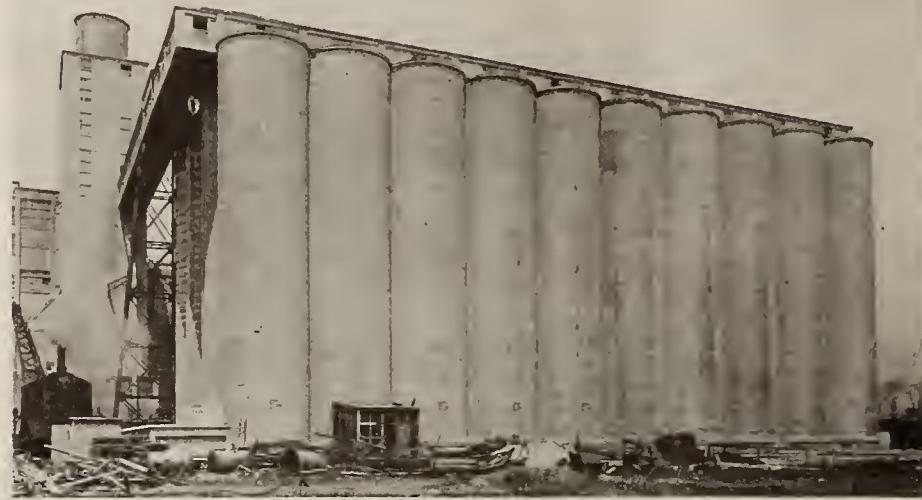
Engineers and Contractors

Designers and Builders
OFGrain Elevators, Flour Mills, Industrial Plants, and other
Engineering Works

PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine
Tower. Reinforced Concrete. Latest improvements. Write us for
designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

Reinforced Concrete StorageArgo Illinois Plant
Corn Products Refining Company*One of Forty Structures We Have
Built for this Company***LEONARD CONSTRUCTION COMPANY****ENGINEERS and
CONSTRUCTORS**McCormick Bldg.
CHICAGO6 Church Street
NEW YORK*We Invite Your Inquiries***THE POLK SYSTEM**All-steel machines for all kinds of
CIRCULAR CONCRETE CONSTRUCTIONWe contract grain storages, water
towers and coal pockets.**Polk-Genung-Polk Company**521 Occidental Bldg.,
Indianapolis, Ind.Fort Branch,
Indiana

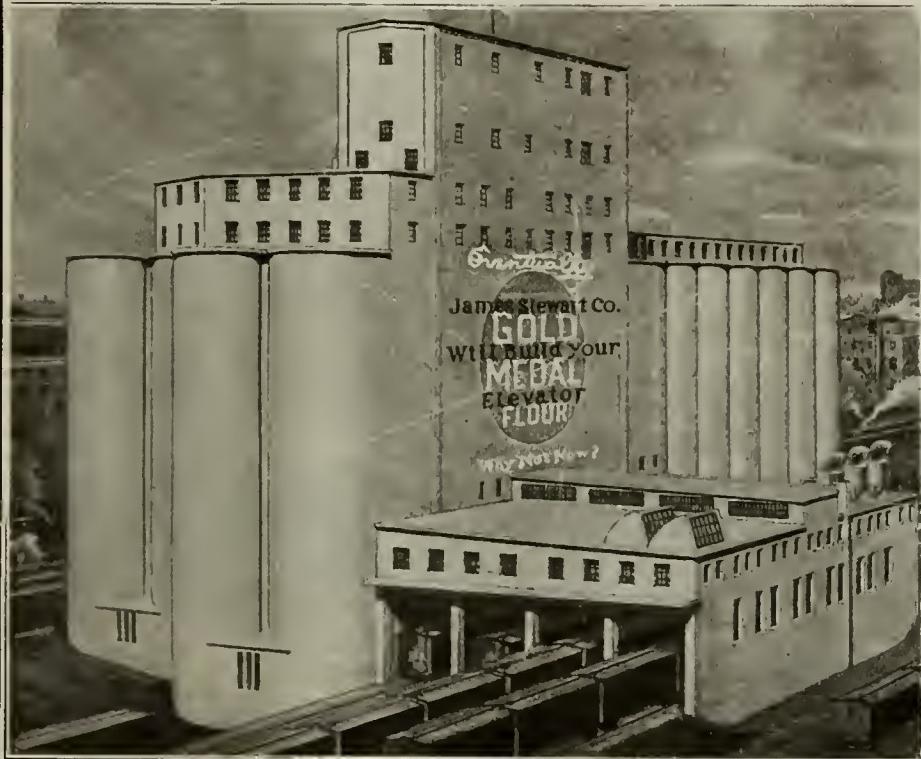
**CONCRETE
ELEVATORS
and MILL
BUILDINGS**

DEVERELL, SPENCER & CO.
GARRETT BUILDING
BALTIMORE, MARYLAND

March 15, 1920

709

**TWO MILLION BUSHEL FIRE PROOF
RECEIVING ELEVATOR**
FOR
Washburn-Crosby Company
Minneapolis, Minn.



"We have built for many of your friends.
Eventually we will build for you. Why not now?"

We Design and Build Elevators, any type of construction, in any part of the World.

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

W. R. SINKS, Manager

CHICAGO, ILL.

Chicago & Northwestern Railway Company's New
Reinforced Concrete Grain Elevator at Council
Bluffs, Iowa, for the Updike Grain
Company of Omaha, Neb.



Our experience covers every branch of grain elevator
building work as well as any type or style of construc-
tion to meet requirements in any locality.

Designs and estimates promptly furnished

Witherspoon-Englar Company

1244-1250 Monadnock Bldg.

CHICAGO, ILL.



The Barnett & Record Company
GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock con-
structed at Superior, Wisconsin, for the Allouez
Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

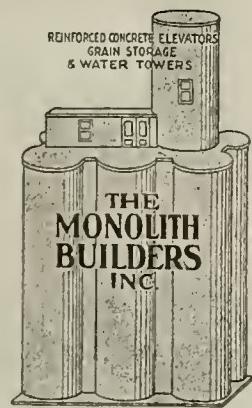
Duluth, Minn.

Fort William, Ontario

*Mr. Grain Man
Going to build?*

Our all-
steel forms
and equipment
enable us to build
an up-to-date ele-
vator or additional
storage tanks of rein-
forced concrete at a greatly
reduced cost of construction.

The Monolith Builders, Inc.
Contractors—Engineers
6912 Wayne Chicago



Write today for our
booklet on country
elevators.

RECORDOUR 1919

We have taken over 100
contracts. We have com-
pleted most of them, and
we will add 100 to our cus-
tomers list. Our services
are available to you.



Kansas City Southern Ry. Terminal
Elevator

*Call, wire or write
and we will be there.*
Grain Elevators, Mills, Coal
Pockets

Burrell Engineering & Construction Co.
WEBSTER BUILDING CHICAGO, ILL.



Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

Recently Completed

Capacity 500,000 Bushels

Designing and Consulting Engineers for Entire Work

JOHN S. METCALF CO., Limited
GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, Montreal, Canada

125 Strand, London, W. C. 2, England

395 Collins Street, Melbourne, Australia

108 S. La Salle Street, Chicago, Ill.

BALLINGER & McALLISTER
CONTRACTORS - DESIGNERS
Grain Elevators Ear-Corn Plants

Locust Street Viaduct

COMPLETE

Bloomington, Ill.

BLAYLOCK & KNAPP
STEEL CONTRACTORS

Monadnock Block

CHICAGO, ILL.

*All classes of Steel and Iron Work designed, delivered
and erected complete.*

We furnished the steel and iron work for the following recently constructed
grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky
Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain
Elevator, Portland, Ore.; Rosenbaum Bros.' Feed Mills, Chicago, etc.

L. A. STINSON
CONSULTING ENGINEER
H. E. GODFREY, Civil Engineer
ELEVATORS, MILLS AND WAREHOUSES
COMPLETE
National Life Building Chicago, Ill.
Grain Driers, General Overhauling and Improvements

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

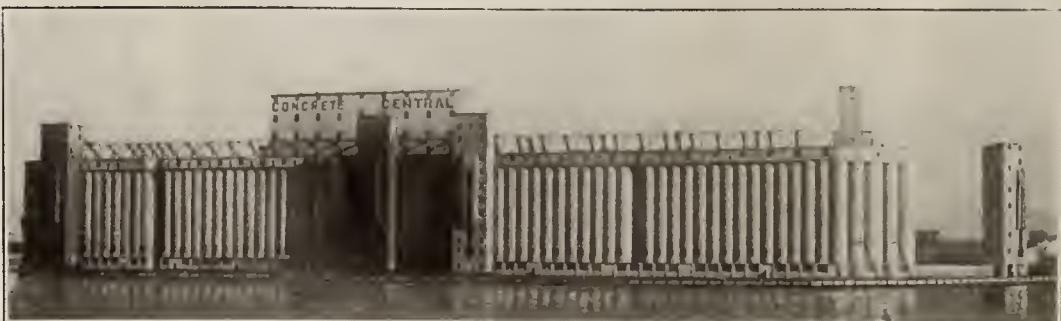
625 Board of Trade Building,

INDIANAPOLIS, IND.

MONARCH

Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO.

BUFFALO, N. Y.

March 15, 1920

711

TELEPHONE MAIN 1509

J. C. Burrell Co.

Licensed
Structural Engineers
Designers and Builders of Grain Elevators—Flour Mills, Feed Plants

27 Years Experience

1318-20 Stock Exchange

Chicago, Ill.

The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL



Write for Catalog

The Knickerbocker Company

Jackson, Mich

GRAIN DRIERS

are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

MORRIS

"The drier designed to ultimately cost less"

The Strong-Scott Manufacturing Co.

"Everything for every mill and elevator"

MINNEAPOLIS GREAT FALLS SPOKANE WINNIPEG, CAN

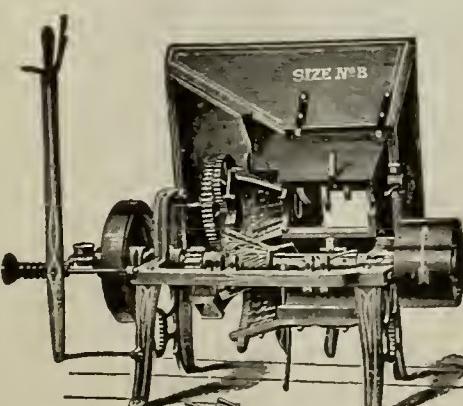
Make Feed Grinding More Profitable!

Bowsher's "Combination"
Mills do this

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

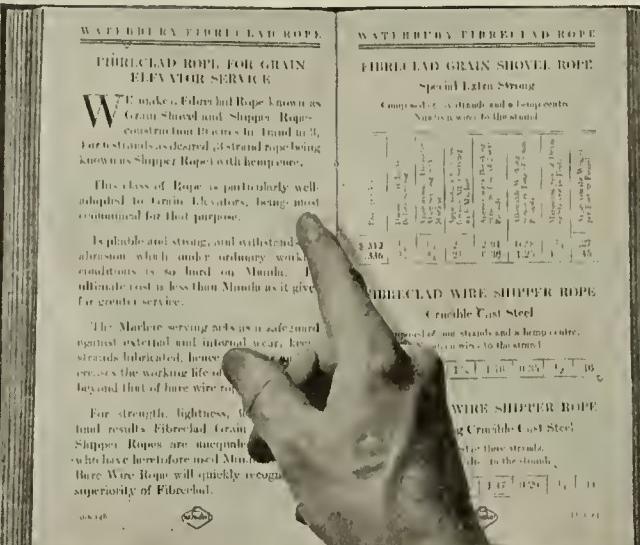
11 Sizes, 2 to 25 H.P.
Sold with or without Sacking
Elevator.



Mill opens like this in six minutes.

The N. P. Bowsher Co., South Bend, Ind.

WATERBURY



FIBRECLAD

**1/3 the diameter—
1/2 the weight**

of a Manila rope of the same strength, and actually costs less because it wears so much longer.

Smaller and lighter rope means cheaper sheaves and pulleys — while the marline serving* adds the weather and wear-resisting surface of Manila to the strength of wire and produces a durability greater than either Manila or bare wire rope.

Fibreclad is not only kept from rusting by the tarred marline serving of each strand, but the fibre covering also retains the internal lubrication which lengthens the life of the wire strands.

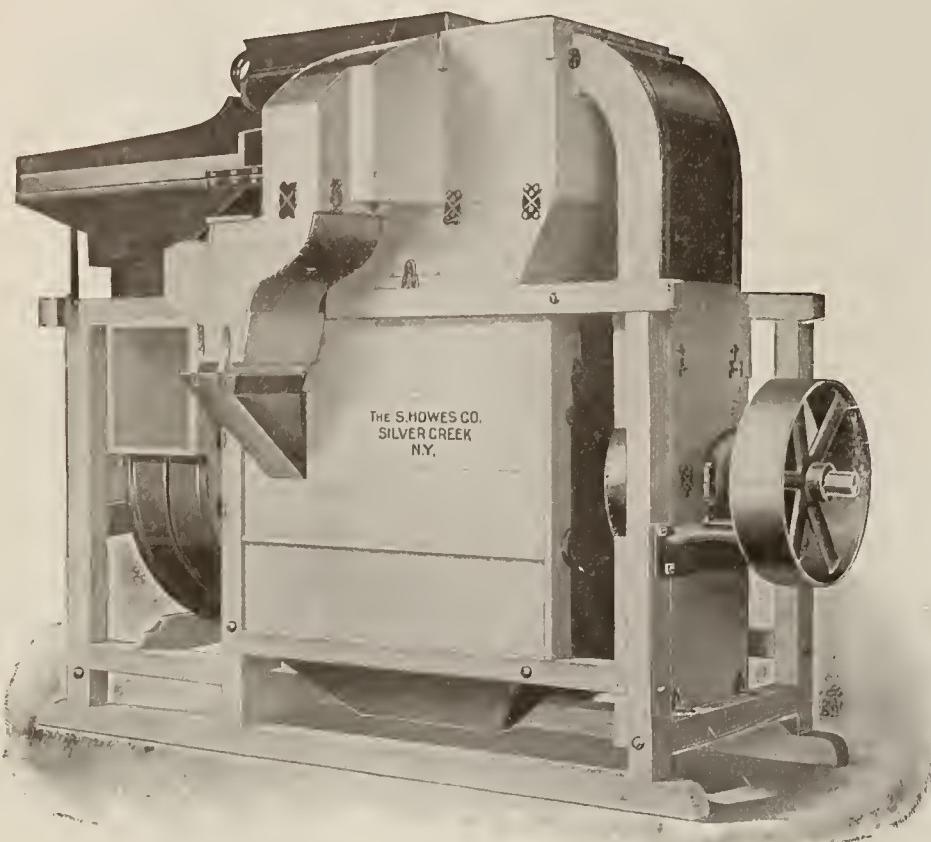
Fibreclad is made exclusively by the

WATERBURY COMPANY
63 PARK ROW, NEW YORK

Chicago, 1315-1321 W. Congress St. New Orleans, 1018 Maison Blanche Bldg.
San Francisco, 151-161 Main St. Dallas, Texas, A. T. Powell & Co.

*The Waterbury Rope Handbook describes this remarkable rope in detail—and tells everything else you need to know about rope of all kinds. A copy is yours for the asking.





Oat Clipper

with Ball Bearings

Ask someone who owns one

The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

EUREKA OAT CLIPPERS

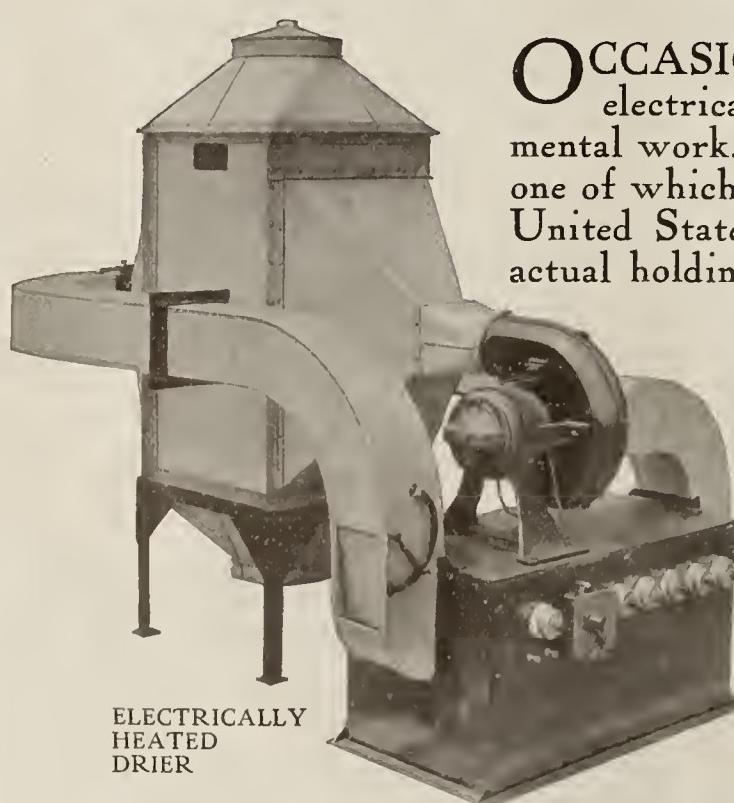
have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

S. HOWES COMPANY, Inc.
SILVER CREEK, N. Y.

REPRESENTATIVES

William Watson, Room 415, 111 West Jackson Blvd., Chicago, Ill.
Geo. S. Boss, Osborne House, Rochester, N. Y.
J. E. Gambrill, 749 E. Church St., Marion, Ohio.
W. M. Mentz, General Delivery, Sinks Grove, W. Va.
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
F. E. Dorsey, Savoy Hotel, Kansas City, Mo.

ELLIS GRAIN DRIERS



ELECTRICALLY
HEATED
DRIER

Occasionally we have a call for a small electrically heated drier to be used on experimental work. We recently built several machines, one of which is shown in the illustration, for the United States Department of Agriculture. The actual holding capacity of this drier is only three bushels. The air is heated by resistance coils, each coil being separately controlled. The fan has an overhung wheel and is direct connected to the motor. An Ellis Return Air System is incorporated in this drier so that the air may be recirculated to obtain high temperatures and varying degrees of humidity. We will be pleased to quote prices and delivery on request.

GRAIN DRIERS

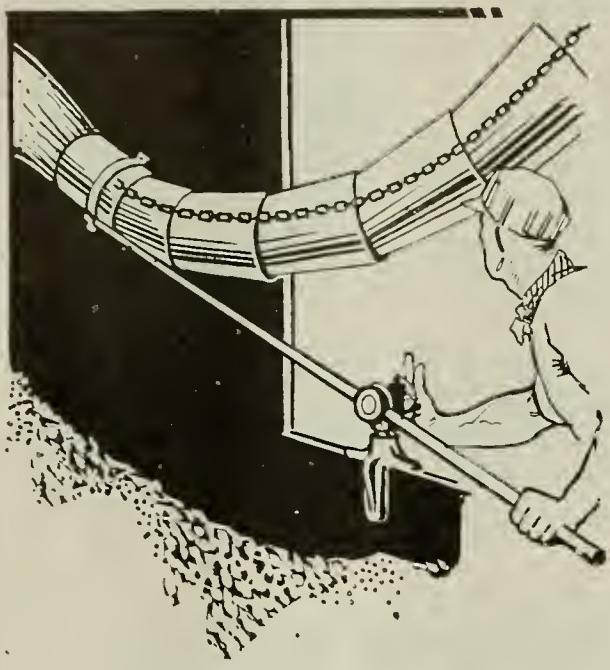
ROTARY DRIERS

The Ellis Drier Company, 332 South La Salle St., Chicago, U. S. A.

The Cowan Dockage Tester

Eliminates all Guesswork. A Few Turns of the Crank Separates Your Clean Wheat from all Foreign Substances.

No Noise—Absolutely Durable



Englehart Loader



The Cowan Dockage Tester

ENGLEHART LOADER

Loads Cars from End to End. Saves Time; Reduces Dockage; Assures Better Grade; and Pays for itself in a few loadings.

For Reference on The Cowan Dockage Tester

Apply to Chief Grain Inspectors of both the United States and Canada.
They use them.

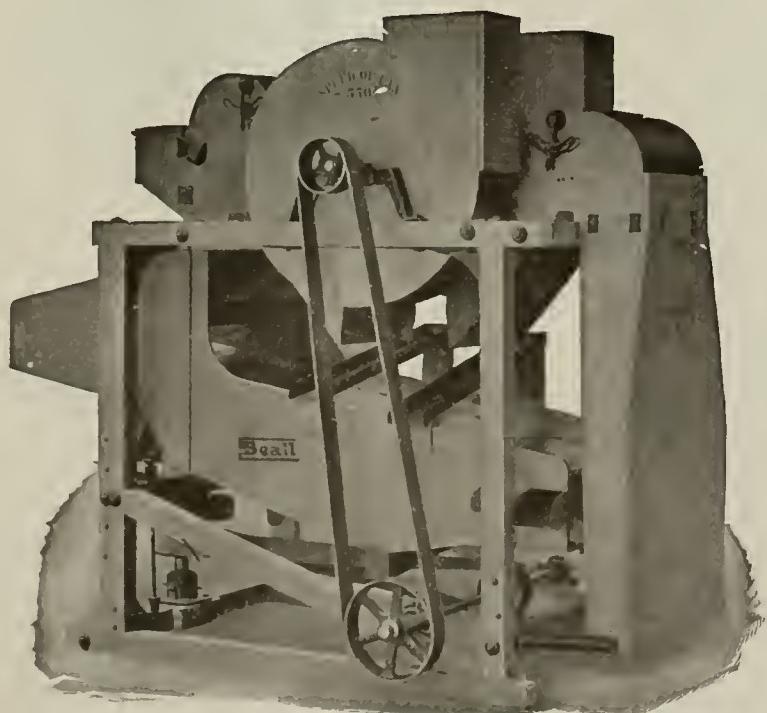
Write us for additional information
The Cuthbert Company
408 Corn Exchange Minneapolis, Minn.

The Cuthbert Company

408 Corn Exchange

Minneapolis, Minn.

Right Back of These Machines



Built in ten sizes

Our obligation to the buyer does not cease after the sale of

Beall Warehouse and Elevator Separators

We stand back of these machines with the entire resources of our organization. Write today for our late catalog which gives detailed information.

The catalog will be mailed anywhere on request.

The Beall Improvements Co., Inc.

Decatur

Illinois



Send Your Order for the Spring Equipment Now

We Manufacture and Have for Prompt Shipment Everything in Grain Elevator Machinery. Our Lines Include:



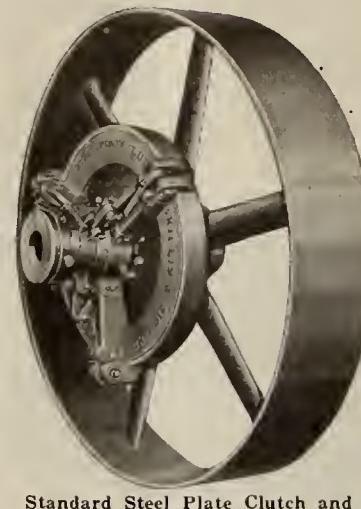
Front View of Salem Bucket



Back View of Salem Bucket

Bearings
Belt Conveyors
Bolts
Boot Tanks
Buckets
Clutches
Conveyors
Couplings
Garner Bottoms
Gears
Hangers
Hopper Bottoms
Idlers
Elevator Legs

Elevator Heads
Elevator Boots
Man Hoists
Pillow Blocks
Pinions and Racks
Power Grain Shovels
Pulleys
Samplers
Screw Conveyors
Shaft Bearings
Spouts (Car Loading)
Belt Tighteners
Belt Conveyor Trippers
Telescope Trolley Spouts



Standard Steel Plate Clutch and Pulley



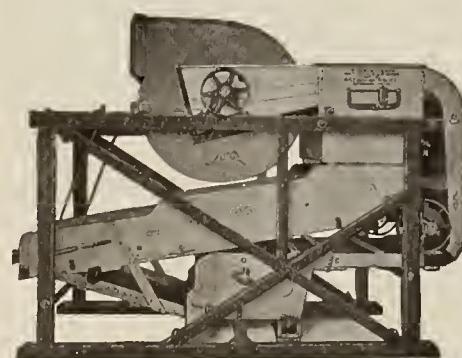
Standard Weight Screw Conveyor

Send for our 500-page catalog No. 18

Skillin & Richards Manufacturing Co.

4515-4560 Cortland Street

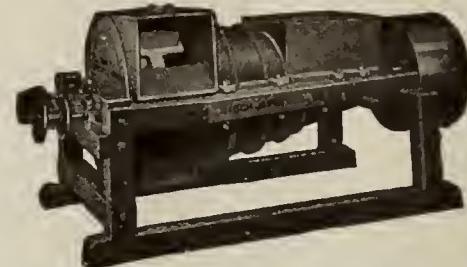
CHICAGO, ILL.



The U. S. Grain Cleaner



The Constant
Safety
Ball-Bearing
Man-Lift



The U. S. Corn Sheller

**We Couldn't Make All the Machinery in the World
So We Decided to Make the Best of It**

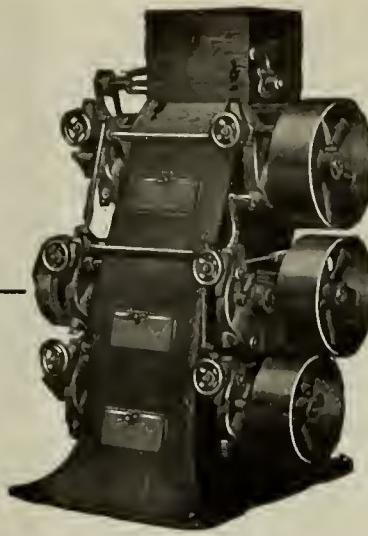
Constant Machines Are Noted for Reliability, Simplicity and Durability and Are, in Short, the Best That Can Be Secured for the Money

Let us know your needs for 1920. We can fill every want in the line of Grain Elevator Machinery

B. S. CONSTANT MANUFACTURING CO.

BLOOMINGTON

ILLINOIS



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details. If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

**Nordyke &
Marmon Co.**

INDIANAPOLIS, IND.

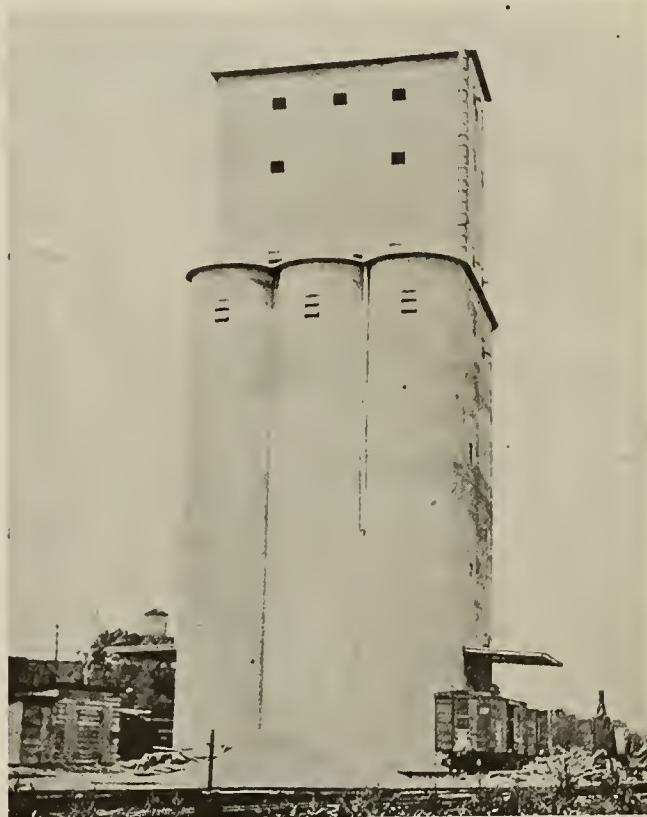
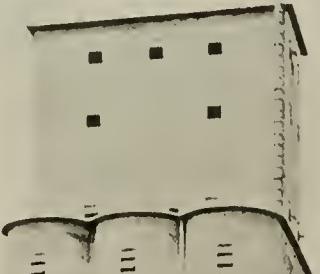
Established 1851

Ask for
Catalogs
on any
Equipment
you need

MORSE DRIVES

The Sign of
Efficiency
Positive as
Gears

The Sign of
Durability
Flexible as
a Belt



PLANT OF GOLDEN BELT ELEVATOR COMPANY
Topeka, Kan.

"Another Morse"

Morse Silent Chain Drives in this Plant are: One 50-Horsepower; two 35-Horsepower; one 20-Horsepower; six 10-Horsepower; and one 3-Horsepower.

FIFTY country elevators out of 97 examined, were equipped with motors ranging from 10 to 50 horsepower.

COME TO US if you have belting difficulties with a higher cost and a lower output per unit power than your competitors.

MORSE DRIVES where you now have belts and gears will eliminate worry, attention, trouble, slippage and power loss. There is a Morse Silent Drive that will meet just your requirements. No matter how severe the service or how difficult the installation, Morse Silent Chain Drive installations have encountered the same problem and will show a good solution.

In these strenuous times early specifications of requirements are very desirable to insure prompt deliveries.

Morse Drives

Give greater output in a given time.
Give steadily, noiseless, clean, never failing.
Cost less to operate, 99% efficient.
Longer life, less to maintain, less depreciation.

Morse Engineering Service

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure against competition.

Let us have your problem.
You will be in no way obligated.

Morse Chain Co., Ithaca, N. Y.

ENGINEERING SERVICE OFFICES

BOSTON, Mass. 141 Milk Street
CHICAGO, Ill. Merchants L. & T. Bldg.
CLEVELAND, O. Engineers Bldg.
DETROIT, Mich. 1003 Woodward Ave.
GREENSBORO, N. C. 805 Ashboro St.
NEW YORK CITY. 50 Church Street
PITTSBURGH, Pa. Westinghouse Bldg.
SAN FRANCISCO, Cal.
ATLANTA, GA. Earl F. Scott, M. E. Candler Bldg.

KANSAS CITY, Mo. Morse Engineering Co.
Finance Bldg.
MINNEAPOLIS, Minn. Strong-Scott Mfg. Co.
413 Third Street, S.
ST. LOUIS, Mo. Morse Engineering Co.
Chemical Building
CANADA.... Jones & Glassco, Regis'd
Montreal, St. Nicholas Building.
Toronto, Bank of Hamilton.

America's Leading Mill Builders



Can the Fuse You Use Meet these Specifications?

Is it renewable?

Is it so constructed that only one element can be used at a time?

Is the ferrule of the fuse you use securely riveted to the fibre casing?

Is your knife blade fuse and element provided with gas vents in the ends to allow gases to escape on short circuits?

Does the fuse you use contain an inner cartridge consisting of a fuse element and powder packed filler, and an outer fibre cartridge with suitable and substantial contact, with a permanent method of identifying capacity of renewable element without opening the outer cartridge?

Has it been approved by the Underwriters' Laboratories and rated by them as complying with the standard requirements as regards rating and short circuit performance?

Has the fuse you use been approved by the Mutual Fire Prevention Bureau of the Millers' Mutual Fire Insurance Companies?

Has it been approved by the Associated Factory Mutual Fire Insurance Companies?

The National Renewable is the only renewable fuse approved by all of the following: No. 1, Underwriters' Laboratories, Inc., their report E4199, Dec. 1, 1919; No. 2, Associated Factory Mutual Fire Insurance Companies; No. 3, Millers' Mutual Fire Insurance Companies. Write us today for complete information and prices of the National Renewable Fuse, mentioning your dealer's (or jobber's) name and address.



Only 3 Parts

**Send
Coupon
To-Day**

FEDERAL ELECTRIC COMPANY, Representing
Federal Sign System (Electric), Lake and Desplaines Sts., Chicago.

Please send full information and prices of National Renewable Fuses.

Name

Address

Company

Dealer's Name and Address



Saves Four Men's Labor

The last twelve months, notable for labor troubles, have witnessed an amazingly increased demand for the Standard Type Portable Piler. Large industries are striving constantly to prevent labor tieups by minimizing the necessity for hand work.

The illustration above shows four men and a Standard Type Portable Piler doing the work that eight men did before. The highest sack, raised clear to the ceiling, is piled as easily as the sack that touches the floor.

Without interruption the Standard Piler runs smoothly and regularly until its job is done. It is built in sizes to suit, and operated by gasoline engine or electric motor. No complicated machinery to get out of order.

Perhaps you too have some costly operations where your labor force can be decreased considerably. If so, ask our engineering department to make definite suggestions for solving special warehouse problems. We will gladly send clear and comprehensive Blue Prints that have proved very helpful to many inquirers.

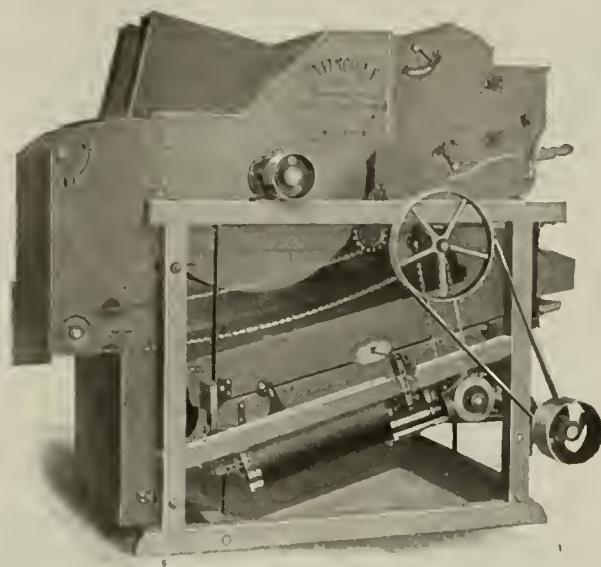
The machine illustrated is in use in the Nowak Milling Company's plant, Hammond, Ind., manufacturers of the celebrated "Domino" Feeds.

McKinney-Harrington Co., North Chicago, U. S. A.

Portable Conveyors, Pilers, Loaders and Unloaders

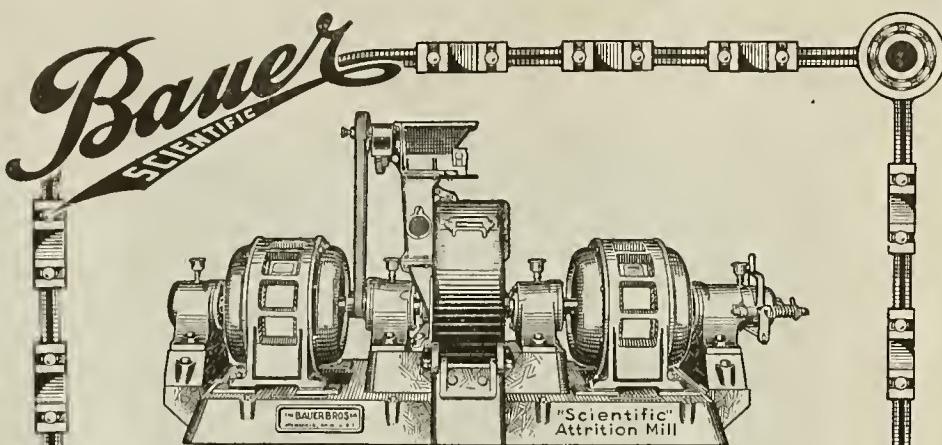
March 15, 1920

717



Recognized as the ONE dependable Receiving Separator—Fully described in bulletin No. 24—Write for it.

Invincible Grain Cleaner Company
Silver Creek, N. Y.



Motor Driven Attrition Mill—Also made for Belt Drive.

The Bauer Attrition Mill; An Ideal Feed Grinding Mill

- Uniform Product, fine or coarse.
- Ball-bearings—easy running.
- Requires minimum lubrication.
- Instant Adjustments.
- Quick Change of Plates.
- "Scientific" Grinding Plates.
- Motor Drive—Belt Drive.

Investigate these points and you'll find others.
Have you your copy of Catalog No. 103?

THE BAUER BROS. CO.
517 Bauer Bldg. Springfield, Ohio, U. S. A.

We also make Single Disc Mills, Centrifugal Bolting Reels, Corn Crackers, Breakers, Etc.

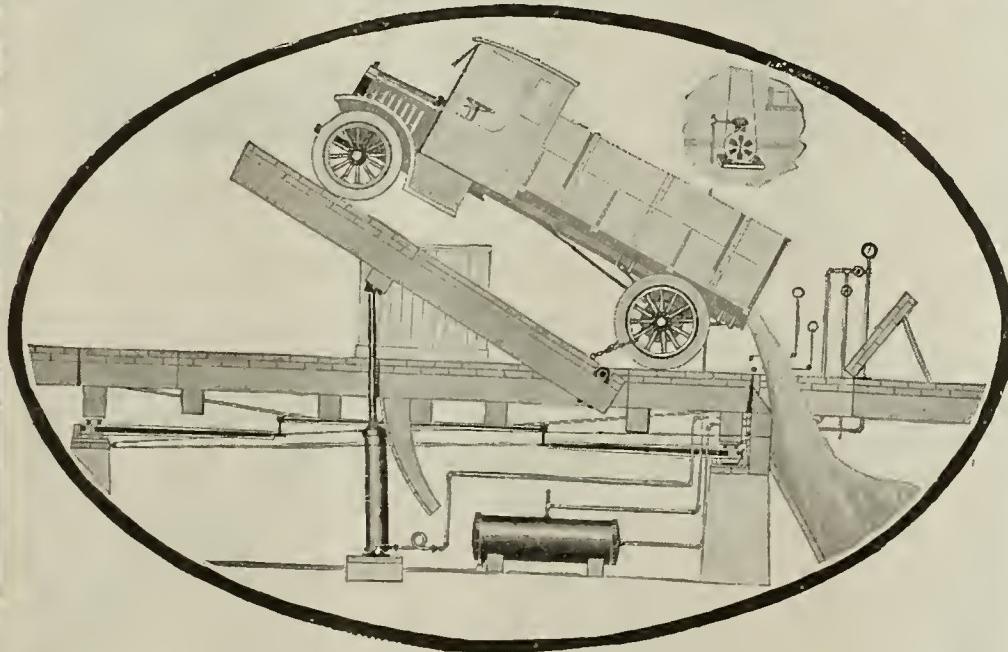
SCIENTIFIC

Globe Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL

(SPENCER PATENTS FEB. 1919)

NO CHANCE FOR ACCIDENT



It's impossible to have an accident with this dump—it is under the control of the operator at all times, either raising or lowering, stopping or starting at any point.

It dumps Auto Trucks, Wagons or Sleds—fits any type, size or make of scale, or can be installed independently—it's the patented tilting power cylinder that enables you to secure double efficiency at the one price.

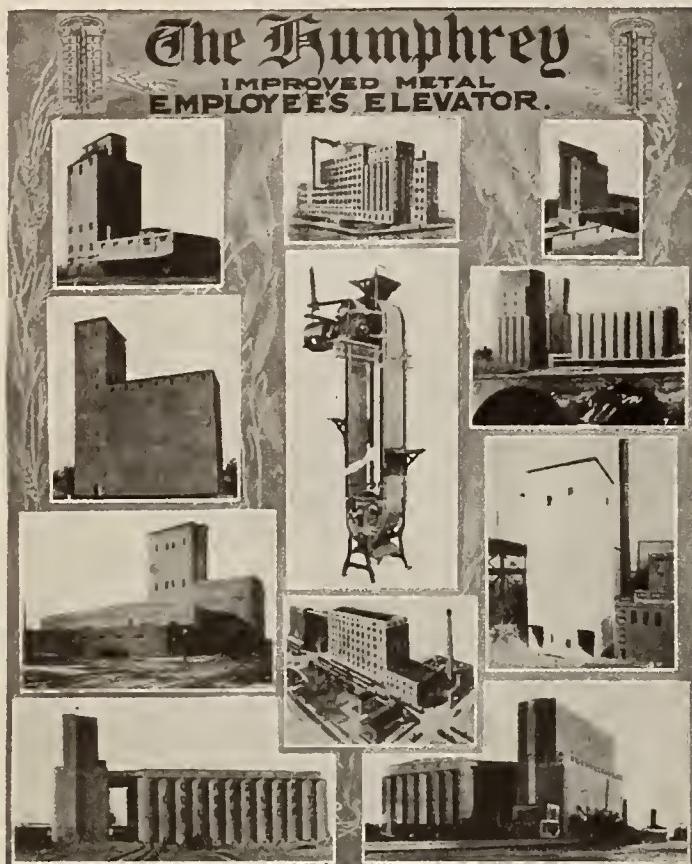
Write
Department D
for
Descriptive
Literature

Manufactured by
Globe Machinery and Supply Co.
Des Moines, Ia.

Blue Prints
Furnished
Showing
Installation on
any type scale

DO YOU KNOW

IF NOT MADE BY HUMPHREY ELEVATOR CO.



IT'S NOT A GENUINE HUMPHREY

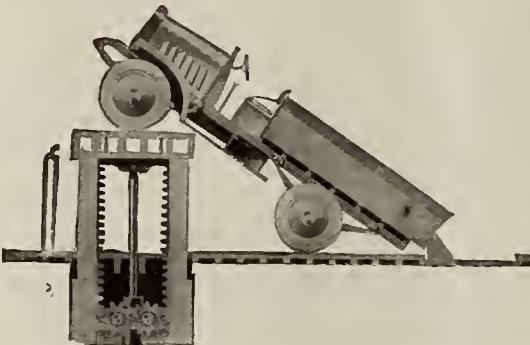
THAT YOUR DAILY LOSS IS MANY DOLLARS

if your men have to climb stairs. Eliminate this COSTLY OVERHEAD EXPENSE by installing the HUMPHREY ENDLESS BELT ROUTE. It pays "dollar dividends." Write today for Bulletin A2.

HUMPHREY ELEVATOR CO.
SOLE MANUFACTURERS
FARIBAULT, MINN.

S
A
F
E

THE ONLY DUMP MADE On Sound Mechanical Principles



TRAPP DUMPS

Yours is ready for you.

Write about it.

All kinds of elevator machinery.

TRAPP-GOHR-DONOVAN CO.

1125 North 22nd St.

Omaha, Neb.

Permanence

Preston-Lansing Vitrified Tile Bins protect your grain against frost and moisture—your pocketbook against loss. Their first cost limits their expense—their cost per year of service is remarkably low.

The Preston-Lansing Patented Block is made to brace block against block "ship-lap" formation. Enormous strength to withstand any grain pressure is the result. Each tier of blocks is reinforced with twisted steel embedded in a thick layer of cement. Only a thin line of mortar shows inside and out, giving a smooth, beautiful finish.

Fire-Proof—Weather-Proof

Vitrified Tile defies the elements. It is insurance against loss by fire.

Let us give you the whole story. Write for our catalogue and prices.

J. M. PRESTON CO.
Dept. 426 Lansing, Mich.
Factories at Uhrichsville, Ohio,
Brazil, Ind., Ft. Dodge, Iowa.

**Preston
Lansing**
Tile Grain Bins

Grain Bins of Carr & Company,
Stoutsville, Ohio



Fairbanks Type "P" Wagon and Auto Truck Scale

Now you need a scale that will weigh heavily loaded auto trucks with dependable accuracy. The Fairbanks Type "P" Wagon and Auto Truck Scale has suspended platform construction—means that weighing mechanism is not harmed by the pounding and jarring of trucks on the platform. Knife edges and bearings are kept in continuous contact—long life and fine accuracy are assured. Backed by nearly ninety years of scientific scale construction.

Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO
Engines - Motors - Fairbanks Scales - Light Plants - Feed Grinders, etc.

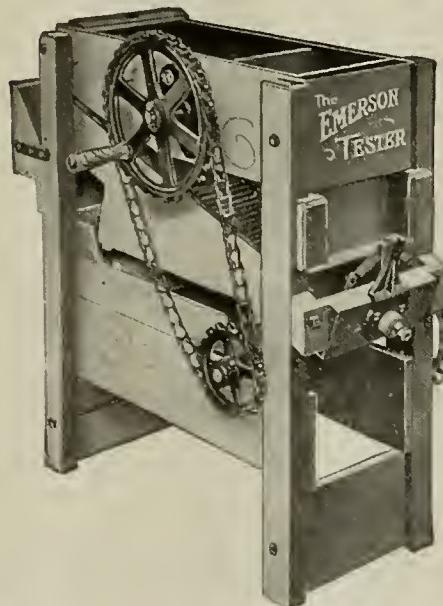
DOCKAGE TESTER

adopted by
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

**THE
EMERSON**

is no experiment. It is men and officials who all times and under all



**NEW
KICKER**
Can Be
Furnished
with Motor Drive
used by all grain
must have accuracy at
conditions.

**10,000
KICKERS**

are now in use—the Government uses over 100—Line, Independent and Farmers' Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet and particulars.

Emerson Mfg. Co.
2821 Lyndale Avenue So.
Minneapolis, Minn.
Winnipeg, Can.

A PROFITABLE INVESTMENT

Every elevator owner is operating to disadvantage who is trying to get along without a

Cyclone Dust Collector

Do not delay longer but write today for full particulars on the installation of our system.

CYCLONE BLOW PIPE CO.
2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.



Write to Kellogg

We Are Paying Top-o'-the-Market
Prices for

ALSIKE RED CLOVER
WHITE CLOVER
ALFALFA SWEET CLOVER

Send Us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to
WRITE TO KELLOGG

Kellogg FIELD and GRASS Seed Co.
186-7 FLORIDA ST. MILWAUKEE, WIS.

THE RECORDS

of the
**Flour Mill and Grain Elevator
Mutual Insurance Companies**

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

**Mutual Fire Prevention Bureau
OXFORD, MICHIGAN**



**Get Samples and Prices
on Adams' Seeds**

We are exceptionally well supplied with several kinds of seeds in which there is a scarcity this year.

Get in touch with us at once on

Timothy

Clovers	Alsyke
Alfalfa	Rape
Popcorn	Red Top
Millets	Sweet Clover
Mixed Alsyke and Timothy	
Canada Field Peas	

Northern grown seed—high in purity and germination test.

We sell and buy in carload lots or less.

**The Adams Seed Company
DECORAH, IOWA**



Elevator Buckets Screw Conveyors

Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

H. W. Caldwell & Son Co.

CHICAGO, 17th St. and Western Ave.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.
DALLAS, TEXAS, 711 Main St.



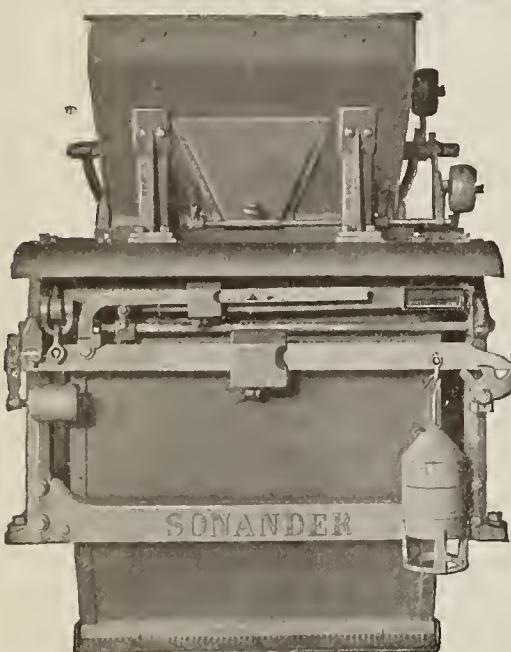
Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

H. W. Caldwell & Son Co.

CHICAGO, Western Ave., 7th-18th St.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.
DALLAS, TEXAS, 711 Main St.



Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

Howe Scale Co. of Illinois

409 Fourth St., St. Louis, Mo.
1510 Main St., Kansas City, Mo.

F. L. Rogles, Mgr.
W. C. Peak, Mgr.

Pacific Scale & Supply Co.
For Washington, Oregon and Idaho

46 Front St., Portland, Ore.
546 First Ave., So. Seattle, Wash.

Wm. Schweizerhof, Mgr.

LET OUR ENGINEER
SOLVE YOUR
DRYING PROBLEMS

The Toledo Grain Drier

Manufactured by

The J. D. Gerken Company
25-29 Ontario Street
Toledo, Ohio



Elevator Machinery and Supplies

FLOUR and FEED MILL MACHINERY
STEAM and GAS ENGINES

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION
MACHINERY, ROLL GRINDING AND CORRUGATING

Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

GREAT WESTERN MFG. CO.

General Office and Factory
LEAVENWORTH, KAN.

Warehouse and Sales Room
1400-1402 West 12th St.
KANSAS CITY, MO.

FUMIGATION METHODS

By
Prof. W. G. Johnson

A complete and practical treatise
fully illustrated PRICE \$1.50

Mitchell Bros. Pub. Co.
CHICAGO



GRAIN DUST
IS EXPLOSIVE,
No One Disputes that
Fact.

How to Reduce Dust
Explosions
For Full Particulars
Write

**CLARK DUST
COLLECTING CO.**
Fisher Bldg., Chicago, Ill.

March 15, 1920

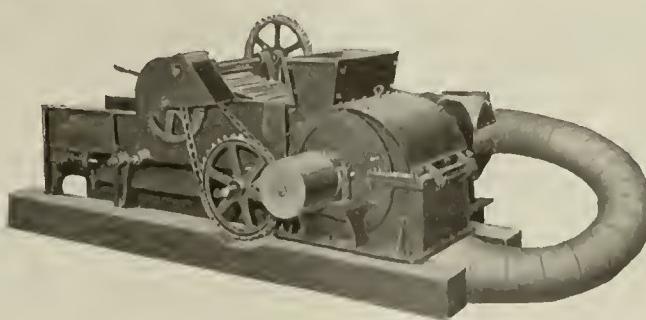
721

Revolutionize Your Feed Plant

Gruendler Ball Bearing Grinders reduce cost of manufacturing all kinds of animal food—whether fine or coarse. Have "set the pace" for all other feed grinders. Every part is interchangeable. They are built in various sizes—up to 12 tons per hour, if desired.

Gruendler Grinders

Deliver an absolutely uniform ground product without adjustments. No particle of the ingredients will get by a Gruendler without being reduced to the proper size. Cost of maintenance is less than 1/16th of a cent per ton.



The cut above shows our latest combination hopper and automatic feed grinder, especially for use in feed plants manufacturing highest grade Alfalfa Meal, Dairy Food, Hog Feed or any other product to be ground to a uniform fineness. Send for illustrated circular giving specifications, prices and particulars.

A few of the materials handled by the Gruendler are Alfalfa Hay, Bagasse, Beans, Barley, Beef Serap, Blood, Buckwheat, Hulls, Chaff, Cocoa Shells, Cottonseed Oil Cake, Coffee, Cereals, Corn Cobs, Corn Stalks, Clover Hay, Corn-Bran, Fish Meal, Kaffir Corn, Maize, Black Oats, Wheat Bran, Screenings, Snapped Corn in the Shuck, Peanut Shells, Velvet Beans, Soy Beans and Middlings.

Durable-Economical

Let us prove our claims. There is a Gruendler waiting for you, on 30 to 60 days trial. Should it not make good—your money back. We have built over 200 complete feed grinding and mixing plants. There are more than 5,000 Gruendler mills in daily operation—all giving satisfaction.

GRUENDLER PATENT CRUSHER & PULVERIZER CO.,

930 Main St., St. Louis, Mo.



The Only Non-poisonous Rat and Mouse Exterminator in the World
Millions are using it in all civilized countries. Fully guaranteed.
Exclusive territories granted to responsible dealers or agents.
Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk.
The Berg & Beard Mfg. Co., Inc., 100 Emerson Place, Brooklyn, N. Y.

RID OF RATS

Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
Shelbyville, Indiana, U. S. A.

DIRECT HEAT OR STEAM CONTINUOUS FLOW Randolph Grain Driers MADE IN ALL SIZES

O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

SEE THAT YOUR CONTRACT CALLS FOR
THE CUTLER MEAL DRYER
WIRE WRITE PHONE
All Metal Steam Dryer
IN SUCCESSFUL USE 40 YEARS DRYING
CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC. Automatic in operation, requiring no attention

THE CUTLER CO., North Wilbraham, Mass.
CATALOG ON REQUEST

DIXON'S
Silica-Graphite
PAINT

A combination of the best linseed oil obtainable and flake silica-graphite. Made by long grinding in improved mills. A finer film means less flaking off. Made for over fifty years in FIRST QUALITY only. It is the economy paint in labor and material because it gives longer service. Write for long service records and Booklet No. 17-B.

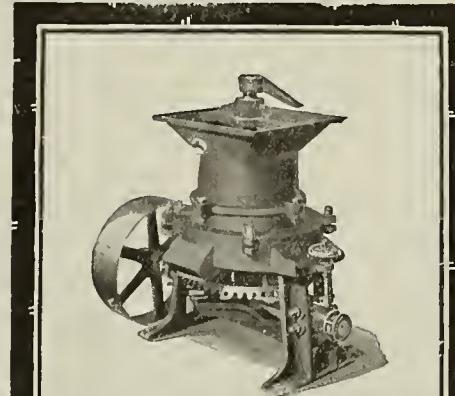
Made in Jersey City, N. J., by the JOSEPH DIXON CRUCIBLE COMPANY ESTABLISHED 1827

MILLING KINKS

The latest book for grain elevator operators and millers. Just off the press and ready for delivery. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

PRICE \$1.00 POSTPAID

Mitchell Bros. Publishing Co.
431 S. DEARBORN ST.
CHICAGO, ILL.



TRIUMPH CORN AND COB CRUSHERS

USUALLY RUN FOR AT LEAST A GENERATION

Bulletin giving sizes, capacities, and dimensions gladly mailed upon request.

THE C. O. BARTLETT & SNOW CO.
Cleveland, Ohio

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878 Alton, Illinois

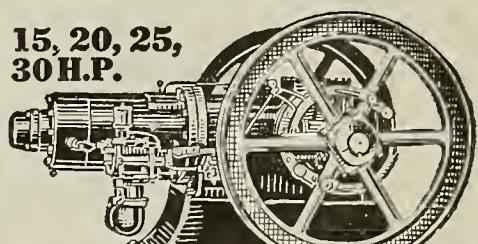
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$1,007,626.53
G. A. McKinney, Sec'y

GIBBS' PATENT DUST PROTECTOR
is invaluable to operatives in every industry where dust is trouble some, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.25. Canada \$1.50 post paid. Circular free.

GIBBS RESPIRATOR CO. "B"
24 Lake St. River Forest, Ill.



Dependable Power From Cheapest Fuel

Here is an engine that will operate for long periods, using as fuel any of the cheaper grades of distillate, fuel or crude oils, assuring the most dependable power and show an immense saving in the power costs of Flour and Grist Mills, Grain Elevators, Cotton Gins, Oil Mills, Municipal Water and Electric Light Plants, where 15, 20, 25 or 30 H. P. is required.

It maintains lowest fuel consumption. As near completely automatically lubricated as possible. No water injected into combustion chamber, thereby maintaining low temperature and better lubrication of cylinder and piston. Perfect crank compression at all times. Quick starting. Sensitive governor, close, accurate speed regulation. Extra large bearing surfaces tend for long service and low maintenance cost. Simplicity of parts. Can be operated for long non-stop runs with minimum attention from operator.

FREE ENGINE BOOKLET
Write for it TODAY.
STOVER MFG. & ENGINE CO.
Lake Street, Freeport, Ill.

Also Mfrs. Stover Samson Windmills, Pump Jacks. Est. 1862. Free Catalog.

STOVER
FUEL-OIL ENGINE

THE BOOK OF WRINKLES

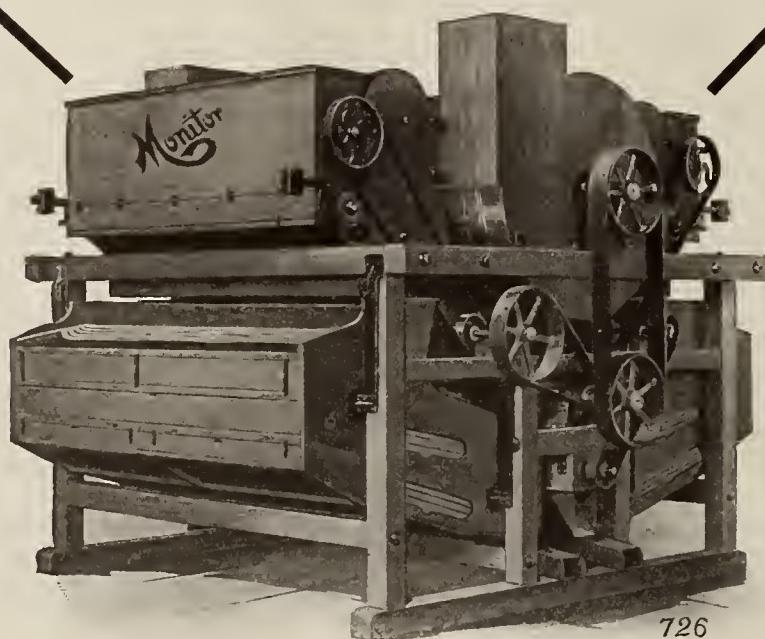
NEEDED BY EVERY GRAIN ELEVATOR OPERATOR. Contains 171 ingenious and well described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.

PRICE, \$1.25 POSTPAID

MITCHELL BROS. PUB. CO., 431 S. Dearborn St., Chicago

The Separator Giving the Largest Capacity Ever Offered, Floor Space Required Considered

UP TO
9000
BUSHELS
PER
HOUR



YET ITS
WORK IS
PERFECT
AND
RELIABLE

726

This machine takes two streams, giving each efficient air separation—three run of screen cleaning and bringing them together as they leave the machine. A very popular model with the large grain elevators and built in sizes adaptable to almost any capacity, large and small.

It's for your interest to know about this machine—
Ask us for details.

HUNTLEY MFG. CO.

Canadian Plant
Huntley Mfg. Co., Ltd.
Tillsonburg, Ont.

SILVER CREEK, N. Y.

The Monitor Line has a
model for every require-
ment of the grain man.

A monthly journal
devoted to the elevator
and grain interests.

Official paper of the
Grain Dealers' National
Association and of the
Illinois Grain Dealers'
Association.

Established in 1882.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Published on the fifteenth
of each month by Mitchell
Bros. Publishing Co., 431 So.
Dearborn St., Chicago, Ill.

Subscription price, \$1.00
per year.

English and Foreign sub-
scriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVIII

CHICAGO, ILLINOIS, MARCH 15, 1920

NO. 9

New Elevator for Illinois Firm at Peoria

Plant of the Conover-McHenry Elevator Company Adds Materially to Storage Facilities
for Shippers in the Corn Belt

WHEN the anti-liquor crusade became of national interest and the eighteenth amendment to the constitution began to be taken seriously, Peoria grain dealers were rather fearful of the result upon their business. For many years Peoria had been one of the largest consuming markets for corn in the country and as much of the grain was used in the distilleries there the outlook was problematical, if not discouraging.

But Illinois is plentifully blessed with optimism. While Gloomy Gus was shaking his head with disgust and alarm, a group of progressive dealers quietly went ahead with plans for keeping old shippers alive to the advantages of the Peoria market and attracting new ones.

E. B. Conover of Springfield was the leading spirit and was made president of the new company which was to build and operate a new elevator at Peoria. Mr. Conover has been a leader in the Central Illinois trade for many years and knows what he is about. U. J. Sinclair, who is president of the Central Illinois Grain Company with headquarters at Ashland, is vice-president of the new company. He is one of the best known shippers in the state and has been for years a leader in association affairs, both state and national. John McHenry of Springfield is secretary and treasurer of the company. He has been associated with Mr. Conover for years and has a wide acquaintance in and a very thorough knowledge of the country trade.

These men, under the title of the Conover-McHenry Elevator Company, gave a contract to the Burrell Engineering & Construction Company of Chicago to build for them a regular, sure-enough elevator at East Peoria on the Peoria & Pekin Union Railroad which has connection with 10 trunk railroads. They had no fears that prohibition would decrease the importance of Peoria as a grain center. On the contrary, their confidence in the strategic position of the market was increased. Shippers have lost the distillery market but there are plenty of other outlets for grain and no reason in the world why the market should not get its accustomed share. They felt that a lot of legitimate business had been let slip

in the past because too much dependence was placed on local consumption only. Now the whole world is their market and they are going after it.

In the elevator which was planned to begin operations on March 10, they have made a good start, and incidentally have materially increased Peoria's strength. The new house has a capacity of 600,000 bushels and its facilities for rapid handling add a great deal to the advantages of the market. The ability to handle cars rapidly often means a great deal to shippers, for delays sometimes cause loss of grade or serious spoilage.

The house owns 4,200 feet of private trackage

if necessary, and will be when the demand for storage space demands it. The construction is such that 400 per cent more storage can be added without materially changing the machinery facilities.

The house has two Huntley Separator-Clippers of large capacity, and a 1,000-bushel capacity Hess Drier. These machines constitute the present cleaning and conditioning equipment, which is plenty for present requirements and for normal years. The working floor of the house, however, has ample room for additional machines, and as the policy which the company has formulated is based upon service, whatever equipment is needed will be added at once.

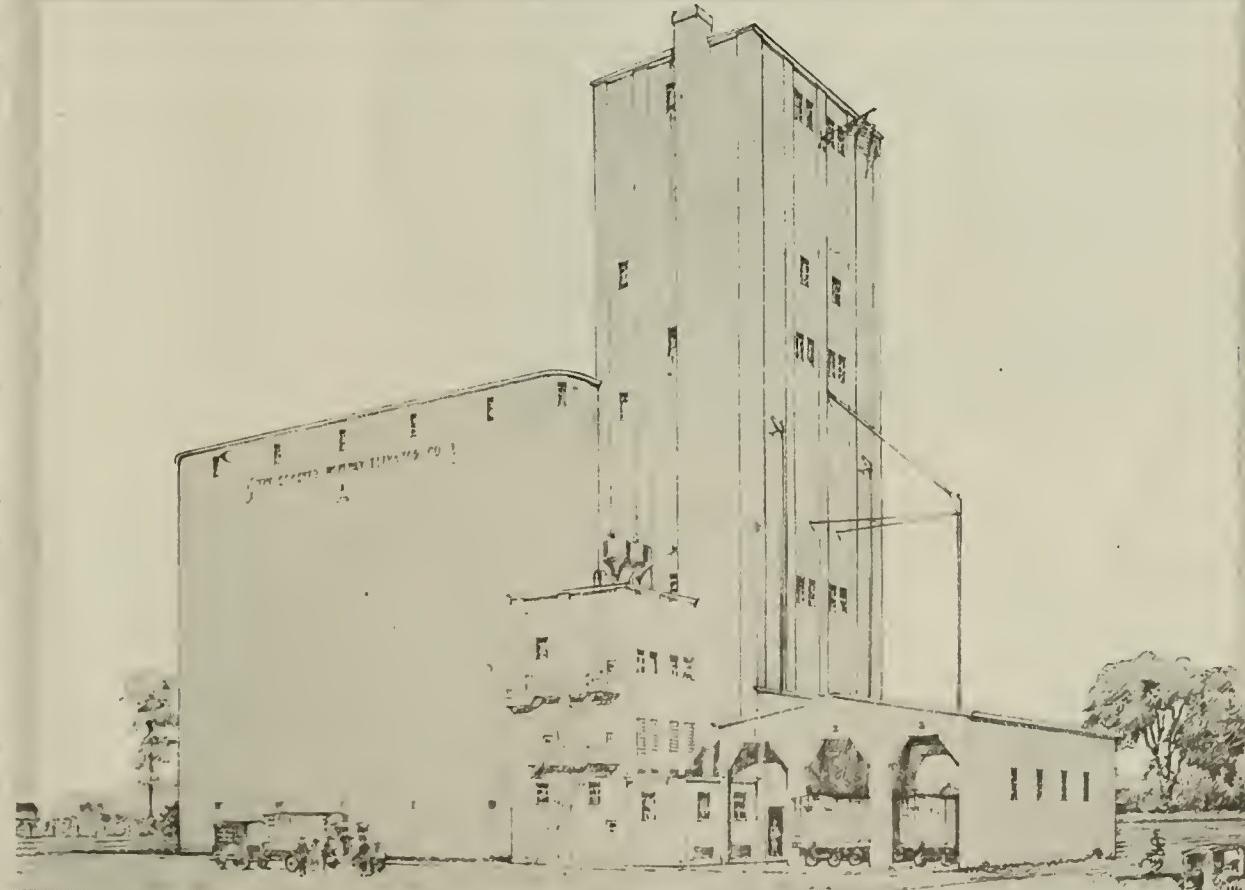
The weighing facilities consist of four Howe Hopper Scales and one automatic. The passage of grain to and from the scales is arranged in a most efficient manner. There are seven belt conveyors leading from the car pits, and in the galleries to and from the tanks. None of these galleries at present is long, as only about 1,000 feet of belting is required for all of them. These conveyors were equipped by Skillin and Richards.

There is one No. 18 and one No. 20 cyclone dust collector, a Humphrey Manlift, four telephones and a complete electric signal system. The Hess Drier is heated with a 100-horsepower Kewanee Boiler, which also heats the office.

The power is electric throughout and consists of 34 General Electric motors totaling 400-horsepower. They are all direct connected with fabroid

pinion and gears. The operation control is concentrated on the first floor wherever possible. The current for the motors is derived from central power station.

It is expected that the elevator will handle 25,000,000 bushels of grain a year. Corn, wheat and oats, will be the principal cereals, but quite large quantities of rye, barley, milo and kaffir find their way to the market. In addition the house will handle malt and middlings and of course screenings and clippings. While much business will still be done locally and throughout the contiguous territory, it is expected that most of the grain handled will move to the South and East.



PLANT OF THE CONOVER-MCHENRY GRAIN COMPANY, PEORIA, ILL.

THE AMERICAN ELEVATOR AND GRAIN TRADE

ST. JOE READY FOR NEW BUSINESS

When the new plant of the St. Joseph Public Elevator Company is completed that western Missouri market will be equipped to handle the growth in business which is so confidently expected. The company is officered by men of vision who have seen the possibility of that market and have faith that it will come into its own. R. E. Hastings is president; and the directors are A. B. Smith, C. H. Mayer, F. L. Ford, Frank A. Boder and R. E. Hastings.

The working house which is under construction at present from the plans of the John S. Metcalf Company, Chicago, is a concrete building 91 feet long by 61 feet wide and 170 feet high above the track level. The entire construction is of reinforced concrete, the foundations being supported on wooden piles. The track shed which is constructed on the east side of the working house is 110 feet long and covers two tracks. The shed is constructed of structural steel with concrete roof and brick side walls. The working house is divided into 33 bins, the capacities varying from 2,150 bushels to 11,750 bushels, the total capacity being 252,000 bushels. When the storage tanks are completed the structure will hold 3,000,000 bushels of grain.

In the track shed are four track hoppers arranged so that four cars can be unloaded at once,

tal of 335 horsepower will meet present requirements and more will be added as the need arises, for they are installed on the unit basis. Both rope and chain drives are utilized.

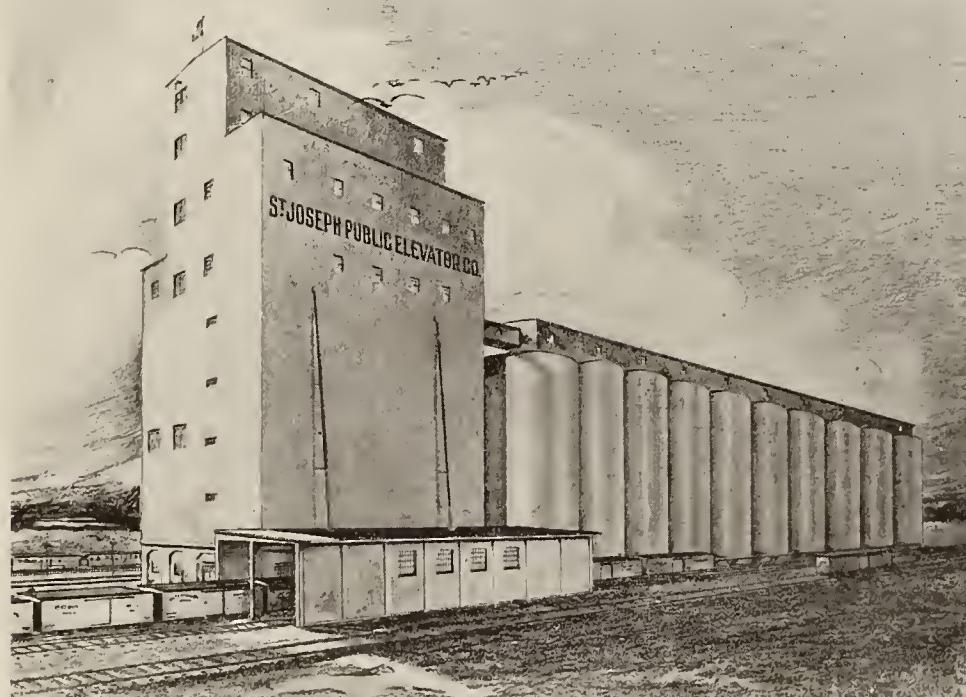
The workhouse will be finished in time to receive the earliest shipments of the new crop, and the tanks will be added later without interfering with the working of the plant.

MIXED GRAIN MAY GET A GRADE CERTIFICATE

Although there are no grades established for mixed grain, George Livingston, chief of the Bureau of Market, in reply to an inquiry, outlines a method by which a certificate may be obtained.

Your statements have been noted with regard to the grading and certification of grain which upon inspection has been found to contain a sufficient quantity of other grains to preclude its designation as one of the grains for which standards have been fixed.

At the present time there are no official standards for mixed grain. It would seem, therefore, that a person offering a lot or parcel of mixed grain for inspection may have it inspected and graded according to the local standards for mixed grain which may be in effect in any particular market, should he so desire. On the other hand, it is the view of this Bureau that any interested party may offer for inspection under the United States Grain Standards Act and secure the services of a licensed inspector on any lot or parcel of grain which contains grain of a



PLANT OF THE ST. JOSEPH (MO.) PUBLIC ELEVATOR COMPANY

each track hopper being supplied with a pair of power car shovels. From the track hoppers grain is taken by two 36-inch conveyor belts to the two receiving legs. These legs each have two rows of 8x8x12-inch buckets with an elevating capacity of 12,000 bushels per hour. The legs discharge to garners in the cupola having a capacity of 2,500 bushels each, below which are scale hoppers of 2,000 capacity. Two Howe Scales register the weights.

Two car spouts are provided for loading out cars. Provision is made for the addition of two car spouts at any future time desired. For the present the receiving legs are used for shipping and transferring but provision has been made for future installation of two additional legs of the same capacity, with garners and scales. The handling capacity at present will be 60 cars in and out per day.

For the cleaning of grain one Invincible Warehouse Separator and one Invincible Clipper of large capacity have been provided. A heavy car-puller with double drum is provided to haul cars in either direction on the two tracks. A passenger elevator is installed to run from the first floor to the top floor. The grain handling machinery is supplied by the Webster Manufacturing Company of Tiffin, Ohio.

Power is electric throughout. Twelve General Electric Motors of from 5 to 75 horsepower, a to-

kind for which standards have been fixed, in order to determine whether such grain is of a kind for which standards have been established under the Act, and if so to determine its grade according to such standards.

Frequently it is difficult to state whether a particular lot of grain should be classed as one of the grains for which standards have been fixed until the inspection thereof shall have been concluded. For example, a carload of grain is composed largely of wheat but contains an appreciable quantity of rye. An interested party may offer the same to a licensed inspector for inspection under the United States Grain Standards Act. The Act and the regulations require that the licensed inspector shall proceed to inspect such grain. When the inspection has been completed, the inspector determines that the presence of say 12 per cent of rye precludes the grain being classed as wheat within the meaning of the standards. Nevertheless a certificate showing the results of such determination should be issued. In the case above mentioned the certificate should state that the grain is not wheat within the meaning of the official grain standards of the United States on account of the presence of 88 per cent wheat and 12 per cent rye. The certificate may also state the percentages of other factors determined, if such information is desirable. The party requesting the inspection still contends that the grain should be classed as wheat under the official standards. In such event it is believed that he has the right to appeal from the inspector's determination and the supervisor should entertain his appeal to determine whether the grain is or is not wheat according to the standards, and his conclusions should be set forth in the grade memorandum (now designated Federal Appeal Grade Certificate).

Thirty-Eighth Year

CORN BORER IN BROOM CORN

Broom corn for manufacturing purposes may be imported hereafter only under permit and when its condition is such that it can be satisfactorily disinfected at port of entry, under a quarantine placed by the Secretary of Agriculture, effective February 21, 1920. Indian corn and certain related plants from all foreign countries are denied entry into the United States in the raw or unmanufactured state, except sorghum hay from Canada, and the shelled or threshed grain, from any country, of the plants included in the quarantine. The quarantine applies, in addition to broom corn and Indian corn, to such related plants as sweet sorghums, grain sorghums, sugar cane, Sudan grass, Johnson grass, pearl millet, Napier grass, Teosinte, and Job's tears.

The necessity for such a quarantine was demonstrated a week or so ago by the discovery of living larvae of the corn borer in some 97 bales of broom corn shipped from Italy to New York, the first considerable shipment of foreign broom corn since the war period. It has been definitely determined that the European corn borer, now known to exist in Massachusetts, New Hampshire, New York and Pennsylvania, originally reached this country through the medium of imported broom corn. The source of these importations is not announced.

POLAND STIMULATES GRAIN GROWING

Poland has adopted a law designed to increase grain acreage, and then to requisition a percentage of the grain at an advance of 33 per cent over the prevailing price when the law was passed last fall. The Government expects to take about 75 per cent of all the grain raised. The food law contains the following provisions:

Art. I.—Landowners are obliged to furnish for the absolute needs of the State, at dates fixed by the Food Ministry and Food Council, the following grain supplies in wheat, rye, barley and oats:

1. In those districts belonging to the first category (most productive)—
 - (a) From estates of 7 to 30 acres, 30 kilos per acre.
 - (b) From estates of 31 to 100 acres, 75 kilos per acre.
 - (c) From estates of over 100 acres, 120 kilos per acre.
2. In those districts belonging to the second category (not so productive)—
 - (a) From estates of 11 to 30 acres, 20 kilos per acre.
 - (b) From estates of 31 to 100 acres, 40 kilos per acre.
 - (c) From estates of over 100 acres, 70 kilos per acre.
3. In those districts belonging to the third category (still less productive)—
 - (a) From estates of 16 to 30 acres, 15 kilos per acre.
 - (b) From estates of 31 to 100 acres, 30 kilos per acre.
 - (c) From estates of over 100 acres, 40 kilos per acre.

Note.—Only those estates are liable to compulsory contingents in the first category that count more than six acres of land; in the second category, 10 acres; and in the third category, 15 acres.

Art. II.—The Food Ministry, in understanding with the State Food Council is to regulate the delivery of supplies.

Art. III.—Grain already supplied in accordance with the Statutes of July 29, 1919, must be counted as part of the contingent to be supplied under the present statute. The acquirement of, the selling of, the possession of, the increase of, and the transport of all cereals remaining in the hand of the producer, after handing over the regulation amount to the contingent, is allowed all inhabitants within the frontiers of the Polish Republic. The agrarian producers, in villages, hamlets, and small towns can, after furnishing their contingents, have recourse to free trade for the surplus in their possession.

Art. IV.—The right to store and gather grain in granaries and magazines belongs exclusively to the Government or to autonomous institutions or co-operative societies approved by the Government. Control over these depots will be undertaken by the Food Administration.

Art. V.—To the Food Ministry, in understanding with the Ministry of Agriculture and the State Council for Food Supplies, belongs the right of raising the price of grain in the districts that have suffered most through the war or through bad crops, or where the cost of production is disproportionately high.

March 15, 1920

725

Electric Drives in Small Grain Elevators

An Expert on Power Discusses the Efficiency and Cost of Electric Installation in the Average Country House

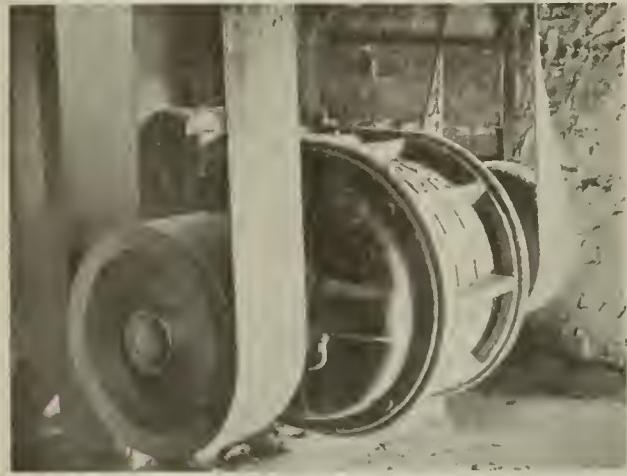
THE electric motor is rapidly assuming a place of importance among the various types of power equipment for grain elevators. This method of driving elevator machinery has been extensively used in large cities for several years. The construction of transmission lines between a number of the smaller towns in the agricultural

distance of not less than 12 feet between the centers of the motor and line shaft pulleys. However, the motor may be suspended from the ceiling or placed upon a bracket which is fastened to any substantial side wall.

No belts should be installed that would interfere with the safe inspection of any equipment by the elevator operator.

The ratio of speed between the motor and the line shaft should never exceed 8:1, and a ratio of 6:1 is preferable. If a greater ratio is required, a counter shaft should be installed.

Utility companies may have one of three kinds of service to offer their power customers, i.e., direct current, single phase, or three phase alternating current. There are two kinds of three-phase motors, the slip ring type and the squirrel cage type. Direct current and single phase motors operate with a carbon brush resting on a sectionalized rotating commutator. These motors should never be installed in the cupola of an elevator unless in a tightly enclosed, concrete lined, or steel, compartment. This compartment should be constructed so that a current of air from outside of the house may circulate through and pass



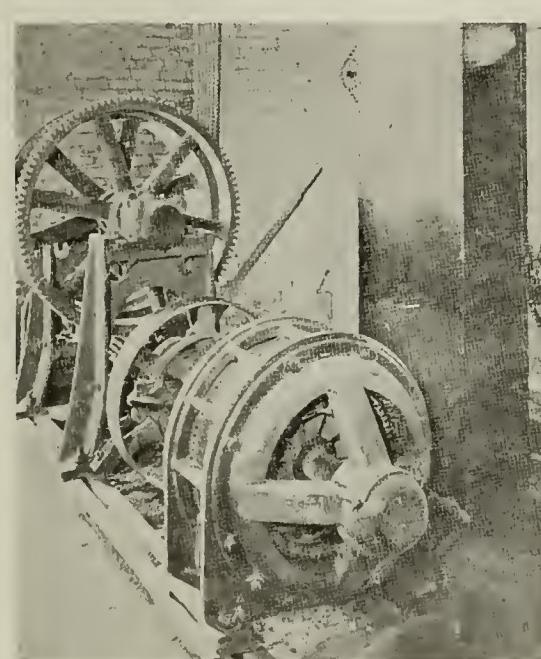
MOTOR WITH EXTENSION SHAFTS DRIVING ATTRITION MILL

sections of the Middle Western States has afforded many grain dealers an opportunity to secure electric service for their elevators. One utility company in Illinois now furnishes service to 65 per cent of the elevators which can be reached from its power lines.

As fast as other types of power equipment live their useful lives, they are replaced with motors. The principle reasons for the popularity of the electric motor are the decreased fire hazard, simplicity of operation, reduction in labor required about the plant, and the convenience in being able to start and stop any part of the elevator machinery instantly.

The installation of motors in a new elevator, especially designed for electric drive, is a simple proposition, but the efficient application of electric power to equipment in elevators, originally constructed for the slower speed engine drive, requires careful study. Due consideration must be given to fire insurance bureau and liability insurance bureau requirements; motor installations must also conform to all mechanical and operating requirements expected of them.

Power can be transmitted by electric wire more economically and with less wear and tear than by



MOTOR DRIVING ELEVATOR LEG

cut by vent pipes. This air will carry off the excess heat generated by the operation of the motor.

Slip ring type motors should have the rings on the end of the motor, covered by a metal case. Very little sparking results from a ring if the dust is wiped off before the motor is started. Squirrel cage motors may be installed in any part of the elevator with safety. However, some fire insurance inspection bureaus recommend that all motors be installed in fireproof compartments.

All wires should be enclosed in metal conduit. A steel service cabinet should be installed where the wires enter the building. This cabinet should be large enough to contain the main fused switch, the metering equipment, and a fused switch for each circuit that leads to an individual motor. These circuits should be brought to convenient points on the working floor, where the motor starting compensators can be so installed that the operator has ready access to them at all times. Compensators are provided with what are known as low voltage releases, and overload relays, which protect the motors in case of failure of electric power, or overloads caused by choke-ups, etc. The relays open the electric circuit under abnormal conditions, and eliminate the necessity of replacing burned-out fuses. The circuits should then lead to the motors.

If the motors are installed along the lines described above, the entire equipment will be fool proof, and will require no attention other than an



CLEANER WITH MOTOR DRIVE

shaft and belt. In many cases, the long rope or belt drive between the main line shaft and the cupola shaft can be eliminated by dividing the power load between two or three motors.

The selection of motors of proper speed and horsepower capacity is governed by the following:

The portion of the equipment under consideration should consist of a group of machines which operate at the same time when any certain kind of grain is being handled.

The motor should be located so that there is a

occasional cleaning and oiling. The ease with which individual motors can be started and stopped produces the greatest flexibility in the operation of the elevator, and a pronounced saving in labor throughout the year. Fire hazards will be reduced to a minimum by the elimination of all inflammable and explosive liquids.

The following detailed description of electric motors which replaced a steam engine in an elevator in the central Illinois corn belt is a representative installation. All of the motors are 220 volt—three-phase—squirrel cage type.

One 25-horsepower motor drives a No. 0 West-



MOTOR-DRIVEN CAR PULLER

ern Sheller; rated capacity, 1,300 to 1,500 bushels per hour.

One 20-horsepower motor drives a No. 0 Western Gyrating Combination Cleaner; rated capacity, 1,500 to 1,800 bushels per hour. Motor also drives two elevator legs. The legs handle 1,500 bushels per hour in 9x17-inch cups. The lift from boot to head is 90 feet.

One 15-horsepower motor drives an ear corn elevator leg. This leg handles 1,500 bushels per hour in 9x17-inch cups. The lift is 60 feet. Leg used to load ear corn into cars.

One 10-horsepower motor drives an elevator leg in a separate oats storage house. The lift is 35 feet, and size of cups is 6x12-inch.

One 5-horsepower motor drives a small steel burr, used for grinding corn.

A large portion of the 1919 corn crop is being shipped South to feeders, in the ear. Therefore, a record of the power consumption for this year would be misleading. The 1918 corn crop was cut short by dry weather, only a little over one-half of a normal crop being delivered to the elevator. However, a record of the crops handled and the power consumption will be given.

The crops handled were as follows: Wheat, 16,



MOTOR WITH MORSE CHAIN DRIVE TO ELEVATOR LINE SHAFT
000 bushels; oats, 120,000 bushels; corn, 150,000 bushels; corn ground in burr, 3,000 bushels.

The oats were first stored in the oats storage house and delivered to cars through the main elevator as the market justified, almost double the amount of power ordinarily used being required by the oats.

The power consumption amounted to 10,440 kilowatt hours. Power rates cannot be uniform throughout the entire Middle West, but at an aver-

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

age rate of 6 cents per kilowatt hour, the annual power cost amounts to only \$626.40. This installation was completed several years ago, but the present cost of motors and wiring would be about \$2,400. Not over \$5 has been spent for maintenance, so that an allowance for depreciation of 10 per cent is conservative. Labor is now paid 40 cents per hour, and two men operate the plant. The owner figures that the saving in labor more than pays the power bills. The reduction in interest and depreciation on the larger investment in steam or oil engine power equipment, as well as the saving on insurance, are a net gain to him.

READJUSTMENT OF RATES FROM NORTHWESTERN POINTS

As a result of the final decision of the Interstate Commerce Commission in Ex Parte 70, relating to rates on grain and grain products from Northwestern points, the United States Railroad Administration authorized the publication, on one day's notice, of the following readjustment, to become effective February 28, 1920:

The reshipping rates on grain and grain products from Minneapolis, Winona and Duluth will be 11 cents per 100 pounds to Chicago, Milwaukee and Peoria and 16½ cents to St. Louis and East St. Louis.

The through rates to Chicago and Milwaukee from points in Minnesota, South Dakota, North

points east of Buffalo on grain products will be 3 cents per 100 pounds less than the all rail rates.

Reshipping rate of 15 cents will be established from Omaha and Sioux City to Duluth, the same as now in effect to Chicago, and transit privilege at Minneapolis will be granted under such rate.

Also, reshipping rate of 15 cents will be established from Sioux City to St. Louis and East St. Louis.

SOME REMARKABLE YIELDS

This year the *Farm Journal* offered medals and money prizes of \$1,000, \$500 and \$250 in each crop for the best yields in corn, wheat, oats, potatoes, and alfalfa. The conditions of the contest required that the crop should be grown under field conditions, not less than five acres to the plot, and without irrigation.

The 10-year average for corn produced in the United States is 25.8 bushels per acre. The average for the state of Ohio was 38.1 bushels. The corn yields of the contest are given as follows: J. R. Shelton, Holden, Mo., 127.47 bushels per acre; Clarence L. Slack, Pleasant Valley, Ohio, 121.95 bushels per acre; W. H. Baker, Lyons, Ind., 121.68 bushels per acre.

The 10-year average for wheat in the United States is 15.8 bushels per acre. The average for the state of Washington is 25.4 bushels. In the contest, the following yields were obtained: Fred

SOMEONE IS GETTING CARELESS

The duties and liabilities of the grain public under the United States Grain Standards Act, says Chief Livingston of the Bureau of Markets, should now be known to everyone. Yet, after nearly three years of operation under the Act, it seems many are still uninformed as to the requirements of the law and the penalties that may be incurred for its infraction. The views of this Bureau as to the requirements of the law have been published and widely distributed in successive Service and Regulatory Announcements. Possibly, these publications have not attracted the attention which the importance of the matter merits. At any rate, persons accused by violating the Act frequently plead ignorance of the law as the reason for their delinquency. It is hoped that the circulation of this publication will result in a better understanding on the part of the grain public as to their duties and liabilities under the law. The following rules must be observed to keep within the provisions of the law:

Don't fail to have grain, for which standards have been fixed under the Act and which you ship or deliver for shipment in interstate or foreign commerce pursuant to a sale, offer for sale, or consignment for sale thereof by grade, inspected by a licensed inspector at point of shipment, unless you ship such grain subject to such inspection en route or at destination, or unless you ship it from a non-inspection point to a non-inspection point, in which latter case no inspection is required. The law places upon the



FEED PLANT OF THE NOWAK MILLING CORPORATION, HAMMOND, IND.

Dakota and Montana on, west and north of the Chicago, St. Paul, Mankato & Oshkosh Railway from St. Paul to Mankato, Minn., and the Chicago & Northwestern Railway from Mankato, Minn., to Rapid City, S. D., will be based on the present rate to Minneapolis plus the reshipping rate of 11 cents beyond, subject to minimum through rate of 19 cents per 100 pounds.

South of the line of the Chicago & Northwestern Railway from Mankato, Minn., to Rapid City, S. D., the rates to Chicago and Milwaukee will be based on the former relationship with the rates to Duluth or Superior, giving from this territory rates to Chicago and Milwaukee lower than the combination via Minneapolis to the extent of 1 cent to 7 cents. On shipments from this territory the through rates to Chicago and Milwaukee will not apply via Minneapolis with transit privilege or the so-called Original Way Bill privilege.

The reshipping rate from Minneapolis to Duluth will be 5½ cents per 100 pounds, and the through rates from southern Minnesota and South Dakota will be constructed on the basis of such reshipping rate, except that from stations on the Great Northern Railway via Willmar, Minn., the through rates to Duluth will be 4 cents higher than the rates to Minneapolis, but such through rates from stations on the Great Northern Railway will not apply via Minneapolis with transit or Original Way Bill privileges.

On grain products from Minneapolis, Winona and Duluth to points east of the Illinois-Indiana state line the through rates via all rail routes will be based on the reshipping rate of 11 cents to Chicago, so that there will no longer continue through rates on grain products lower than the Chicago combination or less than the rates on grain.

Via lake and rail routes the through rates to

DeWilde, Oak Harbor, Wash., 83.96 bushels per acre; John LeSourd, Coupville, Wash., 81.33 bushels per acre; Justus L. Hancock, Coupville, Wash., 81.24 bushels per acre.

The 10-year average for oats in the United States is 32.2 bushels per acre. The average for the state of Utah is 45.6 bushels. The yield of oats in the contest was as follows: Jesse Baily, Monticello, Utah, 107 bushels per acre; James Ray Reynolds, Luna, N. M., 92.68 bushels per acre; John D. Hasik, David City, Neb., 78.15 bushels per acre.

The 10-year average for potatoes produced in the United States is 96.8 bushels per acre. The average for the state of Maine is 201 bushels. All the prizes in the *Farm Journal* Crop Contest went to the state of Maine, the productions being as follows: Alex. McPherson, Presque Isle, Maine, 530.6 bushels per acre; Robert Cleaves, Presque Isle, Maine, 529.7 bushels per acre; E. C. Hoyt, Easton, Maine, 526.3 bushels per acre.

The average production of hay for a 10-year period for the United States is 1.45 tons per acre. The alfalfa yields of the contest were as follows: N. W. Miller, Chino, Calif., 7 tons 748 pounds per acre; S. G. McKinley, Tilden, Ill., 6 tons 813 pounds per acre; Edward C. Matthews, Sikeston, Mo., 6 tons 587 pounds per acre.

THE Bureau of Markets has been collecting data on the keeping qualities of grain shipped from our ports to various countries. The result of these studies may give valuable hints to exporters.

THE United States Department of Agriculture announces that its studies of sorghums prove that earliness and dwarfness are the two most important considerations in choosing varieties for dry regions.

shipper of the grain the duty of securing the services of an inspector to make the required inspection.

Don't ship or deliver for shipment in interstate or foreign commerce any grain for which standards have been fixed under the Act, which has been sold, offered for sale, or consigned for sale by any grade other than one of the grades of the official standards.

Don't describe, or in any way refer to, any grain for which standards have been fixed under the Act as being of any grade other than a grade fixed therefor in the official grain standards, either in any certificate or in any oral or written contract or agreement of sale or agreement to sell by grade, involving the shipment or delivery for shipment in interstate or foreign commerce of any such grain, nor in any invoice or bill of lading or other shipping document relating to such shipment or delivery for shipment of any such grain.

Don't (if you are authorized or employed by any state, county, city, town, Board of Trade, Chamber of Commerce, corporation, society, partnership or association to inspect or grade grain), certify or otherwise state or indicate in writing that any grain for shipment or delivery for shipment in interstate or foreign commerce which has been inspected or graded by you, or by any person acting under your authority, is of one of the grades of the official grain standards, unless you hold an unsuspended and unrevoked license issued by the Secretary of Agriculture.

Don't improperly influence or attempt improperly to influence any licensed inspector in the performance of his duty.

Don't forcibly assault, resist, impede, or interfere with any officer or employee of the United States Department of Agriculture in the execution of any duties authorized to be performed by the Act or the rules and regulations made thereunder.

A violation of any of the foregoing requirements subjects the offender, upon conviction, to a fine of not more than \$1,000, or imprisonment for not more than one year, or both.

EARLY planting of corn is recommended by the Department of Agriculture. But the Department gives no guarantee against late frost or cold rains.

March 15, 1920

727

A Well Known and Successful Feed Plant

The Nowak Milling Corporation of Hammond, Ind., Has Developed an Establishment of Unusual Size and Utility

THE manufacture of feedingstuffs began in a haphazard, careless fashion. The business was found to be good and invited to its ranks some unscrupulous millers who used anything that would grind up as filler. These men brought upon the industry the wrath of the Bureau of Chemistry and of state officials, and the result has been the passage of stringent laws governing feedingstuffs which in some cases bore heavily even upon the most careful and conscientious manufacturers. After years of patient work some semblance of uniformity, except for Alabama and one or two other states, has been attained, so that laws have become standardized for most of the country.

While manufacturers now know what they cannot use in feeds and how they must be labeled, the industry is still in its infancy so far as scientific

which there are two steel tanks with a capacity of 10 cars, the molasses being received in tank cars and handled like oil.

In addition to the two elevators and the mill, which makes only feedingstuffs for horses, cattle and poultry, there are three warehouses that hold 80 cars of feed each; four warehouses of 40-car capacity each; an office building; a boiler house; a transformer house; and a cleaner house.

The mill is arranged in a general way with the packers on the first floor together with locker rooms and lunch room for employees; the main drive, the grinding apparatus and the bins for mixing on the second floor; separators on the third; on the fourth floors the reels and scourers, and the rope drive transmission at elevator heads.

The equipment includes three Eureka Grain

mill is of Weller make as are also the dust collectors located in proper positions throughout the plant.

Power is electric throughout, with 12 Allis-Chalmers Motors of from 5 to 150 horsepower and two attached Westinghouse 30-horsepower Motors on the Sprout-Waldron Attrition Mill. The transmission is by chain, belt and rope drive. A 14-inch chain drive carries the power from the 150-horsepower motor to the main shaft of the mill. A 75-horsepower motor runs the mixers. The total horsepower used is 650 and there are 500 feet of rope; 200 feet of chain and 200 feet of belt in the various drives. The current comes into the fireproof transformer house at 11,000 volts and is reduced to a 440 alternating current voltage. All the motors in the plant are equipped with voltage release.

All the grain is thoroughly cleaned before it goes to the bins. After the corn is cracked it is scoured and placed in a bin alongside of various other commodities for the mixing of scratch grains. In the mixing department there are three sets of feeds. The first is used exclusively for scratch feed purposes. The second set is used for dry



McKINNEY-HARRINGTON MOBILE CONVEYORS AND PILERS AT WORK IN WAREHOUSE



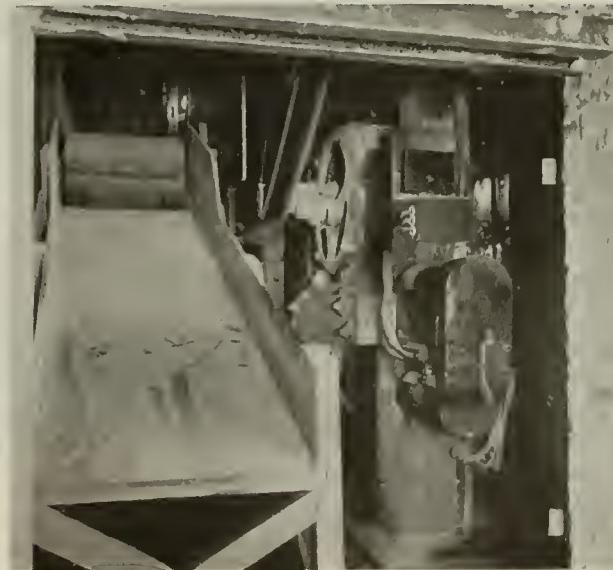
UNION SPECIAL BAG CLOSING MACHINES SEWING SACKS ON PACKER FLOOR



WELLER CONVEYOR AND DRAVER FEEDERS MAKING PERCENTAGE MIXTURES



2,000-BUSHEL EUREKA GRAIN CLEANER AND MOTOR IN CLEANING HOUSE



MOTOR OPERATING MACHINES IN MIXING DEPARTMENT AND BAG SHOOT STARTING BOX



150-HORSEPOWER ALLIS-CHALMERS MOTOR AND CHAIN DRIVE TO MAIN SHAFT

combinations of animal feeds is concerned. Work along this line is being done at many manufacturing plants and experiment stations, however, and the improvement has been marked in the results attained by mixed feed manufacturers.

Among the progressive firms in this respect is the Nowak Milling Corporation of Hammond, Ind., whose "Domino," "Marathon" and "Fidelity" brands have become so well known to the trade. This firm is made up of Albert Nowak, president; M. M. Nowak, vice-president; M. G. Reitz, secretary; F. V. Reiser, assistant secretary; and W. W. Nowak, superintendent. Anthony Schultz, an experienced feed man, is head miller of the plant. The feedingstuffs plant at Hammond has many interesting features, and the dealers who handle these feed lines, no doubt will be glad to learn something of the ingredients that go into the feeds and the processes by which they are made.

The plant has elevator capacity of 100,000 bushels divided among 30 bins. In these bins can be found at all times corn, oats, wheat, milo, buckwheat and barley. These are the grains used in various combinations, together with molasses, for

Cleaners with a capacity of 6,000 bushels per hour, for the grain as it is received; three Eureka Cracked Corn Separators; one Eureka Cleaner and Separator for scratch feed to get all the dust from the feed; and one Eureka Scourer for crushed corn. Cleaning is given particular attention.

The grinding is done on four Noye Mills and five Nordyke Mills and two attrition mills, one of them of Sprout, Waldron make. These two mills have a capacity of six tons per hour. There are 14 reels of various makes for grading cornmeal and three lines of Draver Feeders to the S. Howes Mixing Machines. The weighing is done on two Howe Track Scales, approved by the Chicago Board of Trade Weighing Department, giving Chicago weights to shippers; four Sonander Scales; and a number of hand scales. The filled sacks are closed with three Union Special Bag Closing Machines. When the sacks are taken to the warehouses they are piled by two McKinney-Harrington Movable Conveyors and Pilers which can be moved to any part of the floor and will pile the sacks at any desired height. In addition there are 36 hand trucks in use. All of the conveying machinery in the

feed purposes, such as dry dairy feed, dry horse feed, and laying mash for poultry. The third set is used for molasses feed, both for horse and dairy. These feeders are all set on percentage basis. The ingredients are run through the feeders into a conveyor which carries them on to the elevator which goes to the mixers. The mixers discharge into automatic scales which trip whenever there is 100 pounds in them. The whole process is exact and as scientific as present knowledge makes possible.

The boiler house is equipped with two 250-horsepower boilers which at present are used only for heating the plant and for the dry house.

The plant has a daily output of 10 cars of horse, cattle and poultry feed and its splendid railroad facilities insure prompt shipment in any direction and in almost any amount. The firm has built up a splendid reputation for the service it renders and are wide advertisers in the farm and dealers' journals.

ALL grain except corn has been requisitioned in Rumania by the Government. Corn is the only crop which produced a surplus last year.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Informal Notes of an Elevator Pilgrimage

No. 24—The Western Maryland Elevator at Baltimore

By JAMES F. HOBART

ONE OF THE most interesting events of my stay in Baltimore, was on the morning of December 2, when Agent Seal of the B. & O. R. R., bundled me into a Fort Street trolley car and before I knew what was going to happen, we were standing at the very gates of famous Fort McHenry; where on the night of September 14, 1814, Francis Scott Key caught the inspiration of the "Star-Spangled Banner" and next day wrote the famous song.

We did not tarry to peep through the gates, for it was a long walk from there to the Western Maryland Elevator, and we hustled across the fields and marshes towards the elevator without delay. The site of the fort was once a plantation and it was conveyed to the Government by one of the McHenrys to be used as a fort and for no other purpose. It still is a fort, but more of a hospital, and is used as such. As Agent Seal and myself started to hoof it toward the elevator, we saw that railroad tracks had been laid right into the fort property which was pretty well covered with hos-

fast to. The head was driven by a motor snugly housed overhead under the gallery to which the upper ends of the gypsy-supporting posts were attached. The gypsy furnished a clear overhang on either side, and surely was a slick trick for ship-pulling and for any other occasion where it was necessary to haul on a line.

The Western Maryland Elevator is certainly a magnificent structure of reinforced concrete, one of Stewart's best 2,000,000-bushel creations. It is the terminal export house of the Western Maryland Railroad, and a lot of wheat and corn, especially the latter, finds export outlet over this railroad and through its fine export elevator.

The storage bins in this creation of James Stewart & Co., Inc., are 153 in number. There are 60 large tanks in the annex, 39 intersticke tanks and 53 in the head house. The receiving capacity is 240 cars of grain per day. The shipping capacity is 720,000 bushels per day. The cleaning capacity is upwards of 144,000 bushels per day and is effected by two No. 10 Invincible Cleaners, and

most satisfactory one it has been the writer's privilege to see in any elevator. There are disposed, adjacent to the unloading sinks, eight Webster Self-Propelling Unloaders, each equipped with a Clark Power Shovel. A line of cars is shunted along the continuous track sinks and no spotting of cars is necessary, neither has a car to be uncoupled and pushed away from another car to arrive at an unloading sink. The string of cars stands coupled together on the unloading track and a Webster Unloader, moving under its own power, runs alongside a car. The grain is speedily pulled out, after which the unloader travels along to another car.

There are five Fairbanks Hopper Scales in the building, one to each leg, and the spouting is made of steel, there being five trolley spouts for scales to bin floor. The fire protection of this elevator seems most ample. There is, in addition to the concrete building, a tremendous amount of fire-fighting apparatus and men available from the railway repair shops nearby, also the whole apparatus of the Baltimore Fire Department. Truly, the superintendent of this elevator, Mr. Feemster, need worry very little about fire.

In addition to the regular elevator equipment, there is a marine leg, located at the in-shore end



WESTERN MARYLAND ELEVATOR, AT BALTIMORE, MD.

pital buildings. The wounded soldiers were brought in comparative comfort right into the grounds in railroad cars and transferred direct to their cots.

While tramping through some of the wilds of Florida 30 odd years ago, I had occasion to ask a "cullard gemman" the way and distance to Fort Brooks and got the lucid reply that "it am 'bout tree or 'leben miles, boss." And I certainly thought it as far to the Western Elevator while Mr. Seal and I were scurrying over the "bad lands" between civilization and the elevator.

We finally reached the elevator, going past the marine leg which has a little house and a little smaller motor (than the house) to drive that grain sucker. And, judging by the many sections of pipe piled around about, it must be some task to get the marine leg connected into the hold of big vessels full of flooded grain. The chief trouble seems in getting the suction over the rail of a large vessel. Once that stunt has been accomplished, as the leg is swivelled, it can be extended a long distance to get at the grain to be removed.

We went past the marine leg and I saw a double gypsy head mounted against two posts which stood right out in the open, so one could get all around them, and from which lines could be led off through cleats on the concrete dock-cap, to pull into place any vessel which the line could be made

another of Baltimore make. The drying capacity of 80,000 bushels per day is attended to by both Hess and Morris Driers.

There are five elevator legs, two for receiving and three for shipping purposes. Each elevator is supposed to have a capacity of 15,000 bushels per hour each. The elevator is entirely motor driven, upwards of 52 Allis-Chalmers Motors, ranging from three to 100 horsepower have been installed in the elevator. Central station electrical service is used both for lighting and for power. There is one Ideal Heating Boiler in the elevator, but steam for drying is all piped to the elevator from the railroad power plant which is located at no great distance away.

All kinds of power drives are used in this elevator. There are to be found Morse Chain Drives, belts, gears and rope drives, either having been used as it seemed best adapted to the particular service to be rendered. A Morse Chain Drive may be found at each motor. The writer was advised that not the least trouble had ever been experienced with the chain drives.

The operation control of this elevator is by hand. There are 22 belt conveyors aggregating 13,000 feet of conveyor belting and the several units are distributed as follows: Eight conveyors on the bin floor, four in galleries and 10 conveyors in basement.

The unloading installation is unique, and the

of the dock. This marine elevator is principally intended for the unloading of bay boats and is operated by suction. The capacity is given as 3,000 bushels of grain per hour. What it can actually do, and what amount of power it will consume in doing it, I can only conjecture.

This elevator handles every kind of grain that is exported and at the right time of the year a good many beans find their way through its storage bins. The elevator was placed in commission on December 17, 1915, and has been in successful operation two-thirds of the time with no labor troubles since it started. During 1916 the elevator worked all the time, nights, Sundays and weekdays, a double shift of men being employed. The total number of bushels handled during any one year was 16,000,000.

The Western Maryland Elevator has plenty of water beside it now, although the time was when big ships had to take on a partial load here, loading until they barely cleared the bottom at the dock, and then go over to Locust Point to finish loading from the B. & O. elevators at that place. But they don't have to split shiploads now, for the dock and its channel has lately been dredged to give at least 30 feet of water at low tide, enough to float anything and everything that can ever come into it. The illustration shows two fine ships loading. This photo was taken in 1917 and shows

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 15, 1920

729

two of the finest ships afloat at that time, the motor-boat *California*, which took on board 281,000 bushels or more of corn, and the Royal Danish private yacht *Fonia*, which took on about 218,000 bushels of corn. This elevator and its dock is now ready for ships of any size as the dock and its channel has been dredged to give at least 30 feet of water at low tide.

There are four unloading tracks at this elevator, each passing directly through or under the space between the head-house and the storage tanks. There are eight of the unloading sinks along the four unloading tracks. The sinks are 20 feet deep and are each capable of holding from 3,000 to 4,000 bushels of grain.

There is room, on each unloading track, beside the sinks, for 40 cars. There is also room for 40 more empties on the tracks beyond those which have been set for unloading. There is also, in the other direction, four turnouts and spur tracks, one for each unloading track, which will each hold 40 cars more. Thus, there can be 120 cars on each of the four unloading tracks at the Western Maryland Elevator: 40 cars unloading, 40 more ready to be unloaded and 40 more empties which can be shunted upon the spur tracks so as not to block or interfere with loaded cars which may be awaiting their turn at the elevator.

A method is in use in this elevator for preventing the placing of grain upon the wrong conveyors or into the wrong storage bins, which seems to have so many good points that it is described below at considerable length. When elevator legs are known merely as "A," "B," "C" or "D," it is very hard to keep the grain in the right places, owing to the lack of individuality of the elevators or conveyors thus designated. "B," "C" and "D" sound somewhat alike, near enough to prove a prolific source of mistake, therefore, in the Western Elevator, the several lines of conveyors have been individualized by giving to each one a striking name which in no way can be mistaken for one of the other names.

Thus, instead of calling the two receiving conveyors "A" and "B," they are known as "Texas" and "Baltimore" and that name has been painted on the concrete over each conveyor. The two lines of bins supplied by these conveyors have been designated by the same names, and the four grain dumps which feed each of the two conveyors are known by the same names also. Therefore, should orders come by phone to put a certain car of grain into "Baltimore 146" there is little danger that the grain in question will be sent into "Texas 23."

It should have been stated that the safe-guarding of grain from "bull-shooting" does not stop with the individualizing of the receiving conveyors or of the discharge conveyors. In the head house, there are four gates leading to each receiving elevator leg. These gates are interlocking and when one is opened, none of the others can be opened until the open one has been closed. There is also an elaborate system of signal lights, which have been established at the four Webster Unloaders—the first of the kind ever installed—at the interlocking gates and also at the storage bins, thus making a pretty plainly marked path for the grain once it has been routed from car to its storage-bin destination.

The drying system consists of one two-unit Hess and one Morris Drier. There is a dust-collecting system in use in this elevator which ought to be installed in every grain elevator in the world—and its use made compulsory. A blower in the elevator sends the dust which has been collected through regular exhaust mechanism, into a long discharge pipe which leads away from the elevator several hundred feet to a dust house where the long pipe discharges through a Cyclone Dust Collector into a Y valve from which two short pipes lead away, one into the dust-house below the collector while the other pipe leads along an easy slant, out of doors and may be directed into a box car on the track beside of the dust house.

In this manner, all the dust may be collected and either stored in the dust-house or sent direct

into a box car, ready for shipment as soon as the car has been sufficiently filled. This last installation is for the dust which may have been drawn from legs or machines. The sweepings are finally sent into the dust-house pipe but not at once. They are first sent through a little machine somewhat resembling a small short cyclone collector. The action of this little "cheese-box" machine is to extract pretty much all of the grain, but to let all other substances pass along with the air into the dust-house pipe. Thus the grain is separated from the sweepings and the remainder thereof treated the same as the dust from elevator legs and from other places around the elevator. The little machine into which the sweepings are first sent makes four separations of the grain which is removed from the sweepings. Each of these four separations is then sent to its proper place in the grain distribution employed in the elevator system.

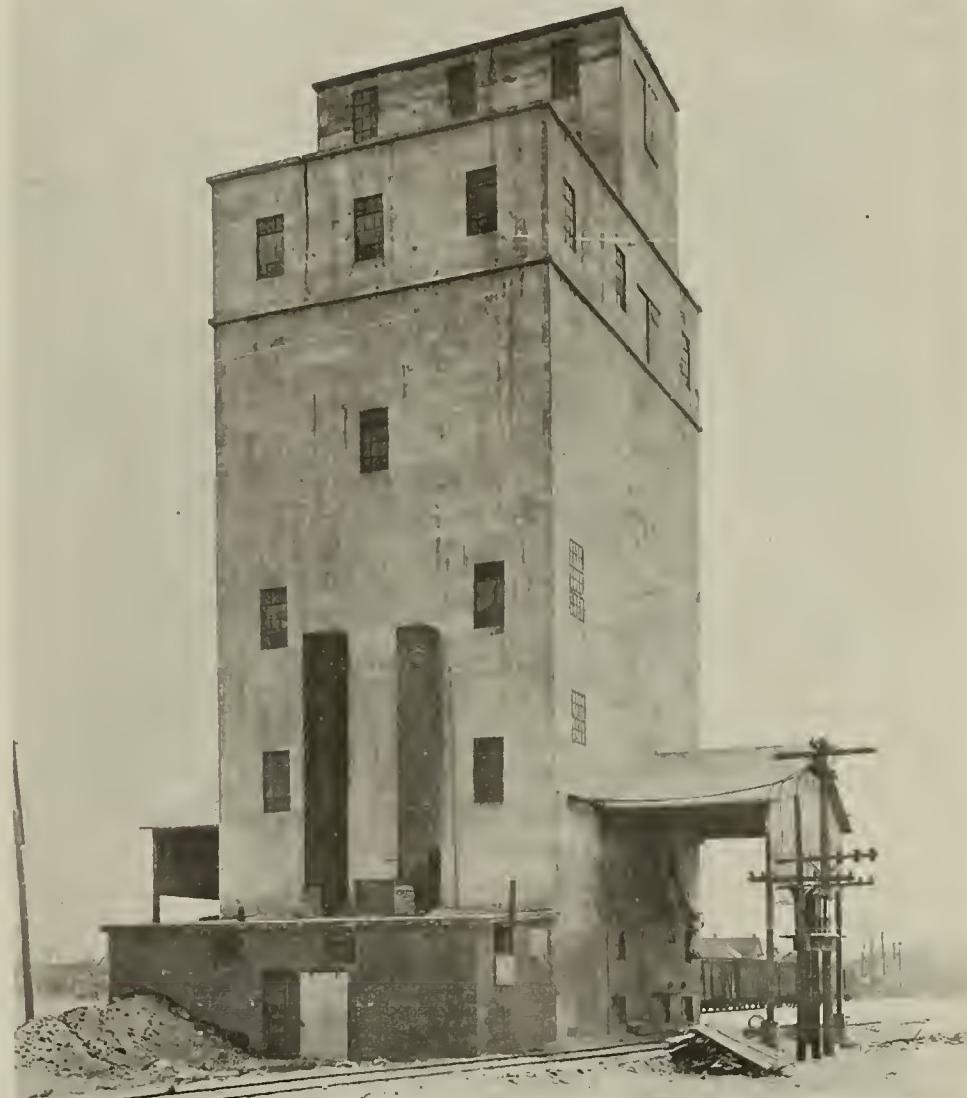
It may perhaps be stated that the dust collecting system also embraces an air compressor used

NEW STORAGE FOR INDIANAPOLIS

The Midwest Elevator Company of Indianapolis does not think much of friend Romeo's aphorism, "A rose by any other name would smell as sweet." In fact the company was so certain that fragrance and nomenclature walk hand in hand, that it offered a prize of \$25 for the best name to give to its new elevator which was under course of construction, and which name was assumed by the firm as its corporate name. And there is a great deal in a name after all, much more than Shakespeare would have us believe, for a good trade name sticks in the mind and very soon becomes a real asset.

In the "Midwest Transfer Elevator" the firm has made a fortunate choice of a name, and in the design and construction of the house it has an elevator of which it may well be proud, as may the builder, the Reliance Construction Company.

The house as it will appear when completed



MIDWEST TRANSFER ELEVATOR AT INDIANAPOLIS

for charging a receiver, the contents of which are used entirely for removing the collected dust from inside of pulleys, from shafting and from the machines in the elevator. The compressor is motor-driven and is made automatic, the motor being started and stopped by the pressure inside of the receiver from which air has been piped all over the elevator and is available for cleaning purposes in many places.

I noticed one peculiar thing while in this elevator. Neither in shop or in stock room did I see a single new elevator bucket. Neither did I find any old damaged ones piled in out-of-the-way places. There were plenty of extra buckets, stacks of them, but not a new or a broken one to be seen. Finally I spied a pile of buckets which showed marks of repair and it was seen that they had been welded, either by oxy-acetylene or by electric process, the corners repaired as good as new and the metal reinforced where necessary until the buckets were actually stronger than when new. It was learned that the repair of buckets cost only about \$1 each, or less, on the average, something worth while when the cost of a new 18-inch steel bucket is considered. The purchase of new elevator buckets is an almost unheard of event.

will have a capacity of 50,000 bushels, there being 23 bins. But plans are already under way for adding storage tanks of 500,000 bushels' capacity later in the year. When that is done conveyor belts will carry the grain to and from the tanks above and below the bins, and the elevator is designed to take care of this expansion feature.

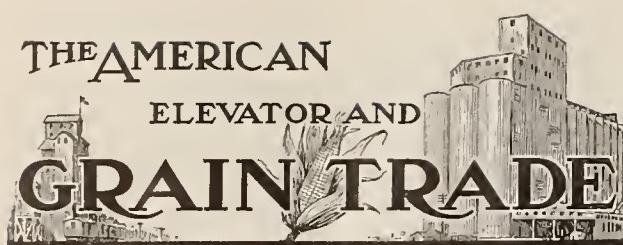
The elevator can receive and ship 20 cars a day and has a cleaning capacity of 1,500 bushels per hour over a No. 11 Monitor Cleaner. Two Randolph Driers will take care of 12,000 bushels per day. There are two receiving sinks and two power shovels to empty cars, and a Fairbanks Hopper Scale to weigh the grain.

The power is electric throughout, nine Fairbanks Motors carrying a total of 120 horsepower. The power transmission is by belt except in those cases where the motor is direct connected.

The Midwest Elevator Company was originally the Springer-McComas Grain Company, but changed its name when it was incorporated recently. The firm is composed of George H. Evans, president; W. R. Evans, secretary-treasurer; Fred R. Hathaway, John A. McComas and William D. Springer. All the members are well-known in the trade, with broad experience in all branches of the business.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., MARCH 15, 1920

NO, THANK YOU

WE WERE invited, shortly before the Cummins-Esch Railroad Bill was passed, to become a member of the Public Ownership League of America. The membership, as we understand it, carries with it the privilege of contributing to the propaganda fund of the League. Perhaps there are other privileges, but they were not mentioned. The League is still in business.

The invitation, a full type-written page, contained among other paragraphs the following: "The railroads, for example—shall they go back to private ownership and control? The private interests are fighting desperately to get them back. If they succeed rates will go up, the rights of labor will be destroyed and the cost of living increased, it is estimated, at least four billions of dollars. Already the wire systems have been returned to private ownership and manipulation."

After thinking it over we decided not to join the League. Government ownership of public utilities is excellent in theory, but its practical application to the railroads now would be suicidal to the country. Government ownership could mean only one thing—dictatorship by the brotherhoods. Railroad employes comprise a united political factor against which the influence of the unorganized public would be impotent. We would have, not public control, but class control, which is the essence of bolshevism.

As to the arguments, given in the invitation paragraph quoted, against private control: Rates will go up—yes, they will go up in any case, and they certainly have gone

up aplenty under Government control. Rights of labor will be destroyed—if the rights of labor are destroyed it will only be because labor demands more than its rights. Every fair-minded man wants to see labor get a fair deal, but he objects to tyranny whether it be by an autocracy or by a proletariat. The cost of living will be increased—nothing would contribute more to high cost of living than disorganization of our facilities of distribution such as would follow the adoption of the policy of Government ownership.

The war has upset many accepted theories, but not the theory that individual initiative accomplishes greater results than does public or political service. If the Government could not make good in the operation of railroads when every element of the people was co-operating to the extent of great material sacrifice (and it did not make good), then what chance has it of economical and efficient operation with every selfish interests in the land opposed. Henrietta, what did you do with that waste basket?

PLENTY IN RESERVE

THE Government report of farm reserves issued on March 8 shows that in spite of record consumption of wheat and corn, the farm reserves of those cereals were larger than last year by 36,833,000 bushels for wheat and 248,000,000 for corn. The reserves of oats and barley showed a marked decrease compared with last year, 168,436,000 bushels for oats and 43,736,000 for barley.

The farm holdings are: Corn, 1,092,095,000; wheat 165,539,000; oats, 422,815,000; barley, 38,010,000 bushels. Worked out in percentages, compared with last year we find that the farm reserve this year is 37.4 per cent of the harvest as against 34.2 per cent last year; wheat 17.6 per cent as against 14 per cent last year; oats 33.9 per cent in 1920 compared with 38.4 per cent in 1919; and barley 22.9 per cent and 31.9 per cent respectively.

The consumption of wheat on the crop has been 646,000,000 bushels, compared with 590,000,000 last year—this includes exports. Corn consumption is 1,893,000,000 as against 1,762,000,000 bushels last year. Taking it by and large, the report contained nothing startling.

FUEL FROM FEED

THE recent meeting in New York of the chemical interests of the country developed some ideas which are of interest to the grain trade, besides the assurance that they can now make dyes which will not leave our feet a deep blue color every time we take off our socks. The chief interest lies in the future of our fuel supply, particularly of gasoline.

Our oil supply is not keeping up with the development of the automobile industry, and the chemists predict that it will not be long before alcohol will have to be used as a substitute. This is where the grain trade comes in, for the chief source of supply will come from grain, straw and molasses. Now 15,000,000 automobiles, the number predicted

for this country in the next year or two, use up a lot of fuel, and if it has to come from our feed supply it will make an outlet for surplus grain that will make the liquor traffic look like a two-bit piker.

Incidentally if half the money that is being used in fighting the Eighteenth Amendment to the Constitution, were expended in developing a cheaper process for making commercial alcohol, gasoline might have a serious rival as a fuel right now.

THE FARM BUREAU FEDERATION

WHAT may prove to be the most powerful organization in the country took definite shape last month at Chicago when the American Farm Bureau Federation was launched. Over 1,000,000 farmers were represented at the meeting, and they adopted a program which touches most of the problems before the country today. This program includes: Strikes; the tariff; marketing; reciprocity with Canada; freight rates; credits and foreign exchange; and legislation.

If we know anything about the attitude of farmers in general, the first subject that will have their attention will be marketing conditions, and we can look for plenty of congressional fireworks on the subject, not necessarily that marketing conditions be improved, but rather that the statesman who proposes the reform (?) legislation can point with pride to his record when he goes before members of the Federation for endorsement.

The Federation has an opportunity for a great deal of constructive work, and no doubt much good will be accomplished if the leaders in the organization do not try to upset economic principles in the attempt to benefit a class, even though that class be as important as the farmer.

GRAIN DEALERS AS EDUCATORS

AT A RECENT meeting of feed dealers in New York state, George E. Hogue, director of the Dairy Bureau at Albany, told the dealers they should assume the responsibility of educating dairymen as to the value of feedingstuffs. There is truth in this, for the dealers are in the best position to advise and to demonstrate the relative value of different feeds. But there is a joker in the little scheme: Nobody knows just what those relative values are.

A feeding test on hogs was held in Iowa last year in which a check lot of pigs fed on corn and tankage were tested against similar lots fed on various commercial feeds according to the prescription of the manufacturers. The average of the check lot was higher than for all the pigs fed on commercial feeds, but some of the prepared feeds made faster gains in weight than the check, although at higher cost. The margin was close in many cases, and without doubt the commercial feeds would have shown better farther away from the corn supply, and perhaps also in feeding for specialized purposes.

The significant thing about the test was this: Feed manufacturers were eager to enter

March 15, 1920

731

their feeds so they themselves could learn more about them. Many manufacturers conduct feeding test on their own responsibility, but the industry is so new, comparatively, and such different conditions are met on every farm that our knowledge of relative values of feeds is very limited. Manufacturers have shown a splendid spirit of co-operation and a willingness to do their best in perfecting their feeds, and no doubt more definite knowledge will be available in the years to come. But when Mr. Hogue said that dealers should assume the responsibility of education he was placing a large order.

THE HOG SHIPPERS COMPLAINT

LAST year stock raisers were urged to raise all the hogs and cattle they could, for the outlook pointed to the greatest demand in 1920 that the meat industry has ever known. The hint was taken in good faith and large numbers of animals were raised. A large percentage of them have been marketed at an actual loss. Naturally the farmers are indignant and have fixed the blame on the Food Administration.

The Food Administration promised a large foreign demand for pork and fats, for all meats in fact. Well, the demand is there all right. There are millions of people in Europe who are literally starving. The mistake the Food Administration made was in not predicting that it would take a long time for our Allies to get back to producing enough goods to trade for our supplies, and in not guessing that the Peace Treaty, 18 months after the war ended, would still be unsigned with every prospect of its holding over as campaign material next fall. To be sure, no one else could foresee these things a year ago, as witness the course of foreign exchange and our own cost of living, but someone has to be the goat and the Food Administration is it.

TOO OPTIMISTIC

MANY grain dealers have expressed the belief that the moment the railroads were returned to their owners every cause for complaint would be cleared away. This, of course, cannot be the case. Change of management does not change the amount nor condition of the rolling stock.

Practically all the railroads are behind in new equipment program. On January 31 the car shortage was 88,198. This cannot be compared with pre-war shortages as there is so much more business being offered now than at that time. Unfortunately private owners cannot wave a wand and renew their car supply. Cars must be built and paid for. This takes time and money, so that the shipping public may as well be patient as to time and resigned as to higher rates. Both are certainly on the program if we are to look for transportation betterment.

No one likes to pay higher freight rates. At the same time no one wants inadequate railroad facilities. Of the two the latter is far more serious and the grain trade will be willing to bear its share of the higher rate

burden so long as rates are made equitable as between territories and fair between industries.

One factor, however, that will reconcile shippers to Government ownership of railroads, or at least to broader Government supervision, is the tendency, already manifest, of the roads to keep their equipment on their own lines, regardless of the pressing need of other districts. The pooling of equipment was one of the most useful changes which the Railroad Administration instituted, and there is an insistent demand that some arrangement be made to relieve seasonal congestion of freight in various parts of the country.

At the present time the northwest is in need of 60,000 cars to move grain. Hundreds of elevators are closed as a result of this condition, and there is at present little outlook for relief. Conditions like this should not be allowed to prevail, and but for the fact that there are too great a number of favored shippers, mail order houses and manufacturers, an arrangement could be effected without great difficulty which would do away with these complaints.

EXPORT TAX MUST BE PAID

ACCORDING to legal advice obtained by A. E. Reynolds of the National Association, grain shippers cannot enjoin the Government from collecting taxes on export wheat. This was the course decided upon at a meeting at Chicago on February 16, but it seems that individuals cannot sue for the purpose of restraining the assessment or collection of any tax. Nor can a suit be maintained in any court until an appeal has been taken to the commissioner of internal revenue, and not then unless such commission shall fail to act thereon for a period of six months.

All of this does not change the fact that the export tax is unjust, and without doubt a great many claims for a refund of the tax will be filed. If the Bureau of Internal Revenue requires the same information on every claim that was required on that of the J. E. Wells Company of Sidney, Ohio, and no doubt it will, there will be very little tax money returned.

There is greater hope, however, in the attempt that Mr. Reynolds is making in having the commissioner revise his regulations and also in having approved a form for claims which can be filled out from the records of the shipper without the endless red tape which is now required.

SHOWING UP THE F. T. C.

THE Federal Trade Commission seems to be more successful in destroying business, if that is its object, when it resorts to the newspapers rather than to the courts. The United States Supreme Court decided against the Commission when it held that the Colgate Company was not restraining trade by refusing to sell its products to retailers who cut prices.

The Commission started trouble on the

same basis with the Beech-Nut Packing Company and the United States Circuit Court of Appeals in New York, again decided against the Commission, which has signified its intention to carry this case also to the Supreme Court. To put it mildly, the Commission seems ill-advised. Some profane roughnecks, to which class we happily do not belong, might say that the Commission is made up of a lot of notoriety-seeking bone-heads. Such language as these roughnecks use! Tut, tut!

The Commission is empowered, by the act which created it, to do much constructive work of the greatest value to the business interests of the country. It has apparently chosen, on the contrary, to devote its energies to the theory that no business can be successful unless it utilizes unlawful means, and has fastened upon a course of persecution which was far from the intent of those who framed the law. The result of the congressional investigation of the Commission has not been announced, if it has been completed, but we feel sure that all business men will be interested in that report.

GRAIN CORPORATION ON THE GRILL

CONGRESS has ordered an investigation of the charges brought by a grand jury at Spokane, Wash., against Max H. Houser, vice-president of the Grain Corporation. The Congressional investigation is being made at the request of Mr. Houser and Julius H. Barnes.

Briefly, the grand jury charges are that certain milling interests on the Pacific Coast have subsidiary grain companies. These grain companies bought wheat early in the season and sold to the mills at current prices as wheat advanced, the mills advancing their flour prices in proportion. Then the grand jury goes on to say: "Having bought practically all of the wheat in the states of Oregon and Washington, these grain companies have been able to advance the price by sales to each other and through manipulations of the grain market centered at Minneapolis and by other methods."

The grand jury states that the Pacific Grain Company, the successor to the M. H. Houser Grain Company, and other grain interests are owned and operated in connection with the Portland Flour Mills Concern. In conclusion the grand jury recommended that all wheat now held in the United States be sold at the guarantee price plus carrying charge.

The Senate Investigation Committee will concern itself chiefly with the charge of grain manipulation, but as wheat was not traded on the exchanges, and the rise in price was due simply to the demand of millers for cash wheat, it is doubtful if the investigation will proceed far. This makes the sixty-seventh investigation now under way by Congressional Committees.

All the forces of the U. S. Bureau of Entomology are set to make a careful study of the Hessian fly this year. From all indications they will have plenty of material to work on.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

EDITORIAL

MENTION

Are you all set for the crop scare? It is on the way.

If Mr. Hoover is interested in the presidency he must feel encouraged by the efforts the old-timers are making to pin something on him.

"Americanism" as a campaign issue has about as much meaning as the slogan which used to be displayed in advertising the Henry George 5-cent cigar: "I am for men." Is Americanism such a rare virtue that a candidate must declare his belief in it?

George Livingston has been appointed chief of the Bureau of Markets, after serving as acting chief ever since Mr. Brand resigned. Mr. Livingston is well known to the trade as a courteous, fair-minded gentleman and the permanent appointment will find general favor.

A friendly suit has been started to test the validity of the state-owned terminal elevator bonds, for the elevator at Great Falls, Mont. A short time ago these bonds were offered to the public without a bid being offered. This seems of more significance than the validity of the issue.

As we go to press Congress is acting on Mr. Barnes' request to export 5,000,000 barrels of soft wheat flour which cannot be disposed of in this country. Mr. Barnes says that he already has authority to sell this flour abroad on credit and will do so regardless of what action Congress takes.

Do we want a deep waterway to tidewater through the St. Lawrence? Everyone but Buffalo and New York interests seems to want it. One good way to prevent it would be for those interests to get together and build an elevator at New York to take care of barge canal shipments.

Perhaps it was some satisfaction for Secretary McHugh of the Minneapolis Chamber of Commerce, in testifying against the Gronna Bill, to get Senator Gronna's goat, as he seems to have done. Otherwise the testimony was wasted for the bill was as dead as a smoked herring before the hearing began.

There seems to be much misapprehension in regard to the Railroad Bill. This law does not guarantee earnings of 5½ per cent to the roads. It directs the Interstate Commerce Commission to fix rates which will return 5½ per cent to the average road. Some roads will not make 5½ per cent and the Government is under no obligation to make up the deficit. One half of all a road makes over 6 per cent goes to the Government for a fund to help out weaker roads. Railroads cannot be efficient unless they make some money for

stock and bondholders, or else no one would invest in them. We believe that E. E. Clark, the new chairman of the Commission, can be trusted to be fair to both roads and shippers.

The Dominion Seed Purchasing Commission has arranged to sell seed wheat and oats to the farmers in last season's drouth districts at \$2.42 per bushel, basis Fort William, for wheat; and \$1.11, basis Calgary, for No. 1 oats. The wheat price is considerably under that fixed by the Canada Wheat Board.

An organization to handle all the grain raised in the Pacific Northwest, is being promoted among the farmers of that territory. From this distance the statements and the methods of the promoters bear a striking resemblance to those of Townley of North Dakota. Even the fat promotion fees have the same odor.

Texas wheat growers seem to be going in pretty strong on spring wheat. Several cars of Marquis seed have been obtained from New Mexico where it has become acclimated to Southern conditions and is said to yield well and hold much of its strength. The winter wheat acreage in Texas is less than half of last year's.

On February 25 the Chicago Board of Trade and other markets took off the limitation of corn trades, which was fixed during the war at 200,000 bushels. This change has had little effect so far, except as a reassurance that the grain trade is slowly getting into a normal position. The Food Control Act is still in effect, however.

The U. S. Circuit Court of Appeals, in the case of the New Jersey Asbestos Company, has held that the Federal Trade Commission cannot destroy your business, send you to jail, nor cause you to be shot at sunrise if you give a customer a cigar or take him out to dinner. But there is one thing you can't do—buy him a drink.

Canadian business men are organizing to discourage the buying of goods in this country as long as the discount on Dominion exchange persists. This is rather hard on our Detroit brothers who have, in the past, done considerable business in grain and hay across the border, but on the whole it is a good thing. We are selling so much stuff abroad that foreign bills of exchange have become indigestible. We need a spring tonic of imports and more exercise in the way of work.

The British Government has had a committee at work on the cotton situation for some time, and this committee has just rendered a report. It seems that the committee considers it dangerous that the British cotton industry draws four-fifths of its supplies of cotton from the United States. By the same token it seems a pity that we have to look to foreign manufacturers for all our high grade cotton

textiles. When England stops buying our raw cotton it will undoubtedly find a slump in its exports of fabrics to this country. Fair enough and satisfactory all around. But that time is some years distant and in the meantime cotton planters need have no fear that there will be no market for their crop.

The farmers of the country not only repudiated the Gronna Repudiation Bill, but many of them are clamoring to have a minimum guarantee extended another year. This will not be done, however, as Congress seems even reluctant to extend the life of the Grain Corporation till June 30, as has been requested, to enable it to clean up the tag ends of its affairs.

C. L. La Fleur in his article "Direct Selling of Feeds" gives a comprehensive argument against the efforts of county agents to establish co-operative buying and selling. Agents may save farmers money in individual cases of purchase or sale, but by destroying or weakening the farmers' permanent home-market, they do more damage than there is gain in the transaction. This short article deserves careful reading.

W. T. Tyler, director of operation of the Railroad Administration, in his annual report recommends that some of the features inaugurated by the Administration be continued under private ownership. Among them were: Permit system to avoid congestion at terminal; centralized control of cars; heavier loading campaign; unification of terminals; co-ordination of water and rail terminals; and consolidation of ticket offices. These have all proved useful in war time, and they would as permanent features of railroad administration.

Signor Ferraris, Food Minister of Italy, recently made the following statement in Rome:

It is not exact to say that America refuses to help Europe. America wishes to be sure that her help will have an efficacious effect, and wishes to be convinced that the States to which help is given are really on the road to economic reconstruction, which can be attained through limiting expenses of consumption and increasing production. If assistance were not given on these conditions it would only be ephemeral indeed, and America would soon be reduced to the same situation as Europe.

This is Italian for Mr. Hoover's remark, "It is time Europe quit begging and went to work."

Many motor vehicles of all sorts were stuck in the snow during the recent blizzard which smothered New York. Horse-drawn vehicles were the only ones that could navigate. And yet this is no reason why a business firm should sell their trucks and replace them with teams, if, on the 360 other days in the year the trucks are found to be more efficient than horses. We are with the Horse Publicity Association, but there are enough good arguments for keeping horses in certain lines of industry, without having to resort to some of the bum logic that the horse boosters persist in using.

March 15, 1920

733

NEWS OF THE TERMINAL MARKETS



W.M. DALRYMPLE
Minneapolis



E. A. FITZGERALD
Cincinnati

AN INCREASE IN FEES

The Board of Directors of the New Orleans Board of Trade adopted the following amendment to the rules of the Board to take effect March 1, as follows: "That the inward fee for weighing grain and physical condition report be fixed at 75 cents per car, and that the outward weighing fee be fixed at 35 cents a thousand bushels."

BANK BOOMS BUSINESS

The business and commercial service department of the First Wisconsin National Bank of Milwaukee, Wis., has begun a campaign among banks and grain shippers in Iowa to encourage more shipments to the Milwaukee market. This is one of several big advertising campaigns which the bank has undertaken for the benefit of Milwaukee industry.

A TIMELY WORD

Don't be unreasonable. Don't think because railroads have been returned that we will have pre-war service this year. Railroad cars will continue

comparable with the cost of memberships in other Exchanges of like importance in this part of the country.

J. S. Hart, chief inspector of the Kansas State Grain Inspection and Weighing Department, paid the Atchison Board of Trade a visit on March 2. Mr. Hart came to Atchison primarily to inaugurate the new regulations which he has placed in effect, namely, that of furnishing regular salaried state weighmasters in Atchison, who will continue to issue official state weights under his department.

AN ENTERPRISING GRAIN FIRM

In connection with the following short article on the Mutual Commission Company of Cincinnati, Ohio, the word "enterprising" in our caption is used advisedly. On refreshing our memory through a personal glance in the pages of Noah Webster we find that an enterprise is an attempt or project, especially one which involves activity, courage and energy. To be enterprising therefore is to be the possessor of these attributes and through a knowl-

and helpfulness among shippers and receivers alike cannot fail to build business on safe, profitable and enduring lines. Besides its many shipping firms the Mutual Company has numbers of buying accounts for grain and hay in Southern territory which have grown equally in rapidity with their general Central Western trade.

RATES FOR FUTURES ADVANCED

The Minneapolis Chamber of Commerce recently voted to increase the commissions on wheat, barley and corn from \$1.50 to \$2.50 per 1,000 bushels and on flax seed from \$2.50 to \$5 per 1,000 bushels. Future sales are made in multiples of thousands of bushels. A proposed increase in commission for trades of oats was voted down as the price of oats is lower than other grains.

LIMIT ON CORN TRADES LIFTED

The directors of the Kansas City Board of Trade recently voted to permit trading in corn futures above the 200,000 bushel mark. Each member is placed on his honor to regulate his dealings so that over trading will not develop.

The ruling relative to restricting future trading above 200,000 bushels was made effective by Grain Exchanges throughout the country in May 20, 1919.

GOOD DEMAND FOR SPOT GRAIN

Conditions are unchanged in Indianapolis as far as values are concerned, as it will be noted we are still getting top prices for the grain. Receipts continue lighter each day, the majority of the markets drawing on Indianapolis for the loaded grain. We feel the trade using our market will benefit materially, and those who are not doing so are making a mistake.

At the present time the roads are in bad shape, and the farmers are unable to do much hauling. As soon as warmer weather improves them, however, the ground will be in shape for the farmers to get into the fields, so we look for these light receipts to continue for some time.

There is a good demand here for the spot grain as fast as it arrives, and the present receipts are inadequate. The nearby markets, as well as the East and some Western people, are coming in here to fill contracts. We would recommend shipments to Indianapolis market.—P. M. Gale Grain Company, Indianapolis, Ind., Market Letter of March 12.

ST. LOUIS MARKET ON WHEAT, CORN AND OATS

The receipts of wheat are growing lighter here each day. The break we had in the market last week caused some wheat to be diverted from this market; however, the market here is recovering very rapidly as far as prices are concerned and we would call it 2 to 3 cents higher today with two red selling at \$2.53 to \$2.55 and the three red at \$2.49 to \$2.52. We do not look for any very heavy run of wheat here for the balance of the season, in fact some of the mills are getting down pretty light in stocks and they are beginning to buy right along.

There is a big demand here for mill products of all kinds, especially the shorts and bran. With the present growing crop in such a critical condition we look for considerably higher prices on this wheat later on.

We have had fair receipts of corn and the market has held up remarkably well under this run. While there is no urgent demand for corn, there being plenty at all times to satisfy all requirements, it seems as though it is gradually being absorbed



A CINCINNATI HAY AND GRAIN FIRM
Standing—F. N. Winkler, R. L. Early.
Seated—W. A. Daniel, D. W. Hopkins.

scarce. Too many cripples and engines that need repairs. Railroads need nearly three billions of money before they can extend properly. All branches of trade need cars. There were over 50 young men on the Pennsylvania Limited last Wednesday bound for Detroit to drive auto cars overland. Baseball Park and all big buildings here are full of new Overlands, waiting decent roads. They need railroad cars. Be patient.—C. A. King & Co., Toledo, Ohio. From Late Market Report.

NEWS OF ATCHISON

Secretary R. T. Willette writes us that wide interest is being manifested in the new Board of Trade at Atchison, Kan. Since January 1, 1920, 11 new applications have been received for membership. Applications have recently been received from J. R. Schmitt, manager, coarse grain department of Dilts & Morgan of Kansas City, Mo., and J. M. Paul, grain broker of Lincoln, Neb. Only 11 more memberships are left in the Board of Trade, and at the rate they are going it is not expected that they will last long.

The Board of Directors expect shortly to call a meeting of the membership for the purpose of materially increasing the cost of the remaining memberships in order to place these costs on a basis

edge of the reputation enjoyed by the members of the Cincinnati firm we chose the word as best describing their main characteristics. We know that we will be substantiated by those who have had dealings with the firm. To others we point to the picture. It is in itself a sufficient proof of our statement.

The Mutual Commission Company was incorporated in July 1916 to engage in a strictly commission business in grain and hay. D. W. Hopkins is manager of the grain department and vice-president of the company. He returned after over a year in the naval aviation service in which he held the rank of ensign U. S. N. R. F. W. A. Daniel is secretary and treasurer of the company and manager of the hay department. F. N. Winkler is associated with the hay department. The business of the company has increased very rapidly since its organization and they have added yearly to their reputation for the efficient manner of handling grain and hay consignments. The company shows its progressiveness also in aiding in the promotion of all legitimate measures for advancing the standing of Cincinnati market among the grain and hay trade. This interest is commendable and is welcomed by the grain trade generally, as it is now recognized that a broad policy of mutual interest

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

in various places. The Government report shows 60 per cent of the crop has been used up, without any accumulation of stocks at the terminal markets. With the spring weather coming on now and farmers getting to work, and the bad roads, with the other usual spring drawbacks, we do not look for any increase in receipts, in fact, think the receipts will decline considerably.

There is a good demand here at all times for oats and the market seems to be growing into a stronger position daily. There has been a big feeding of these oats which has resulted in keeping the primary markets pretty well cleaned up on their stocks. We anticipate an excellent demand for oats all through the season, and tonight we are feeling friendly to wheat, corn and oats—think they will all work higher.—*Elmore Schultz Grain Company, St. Louis, Mo., Market Letter of March 11.*

A TWO WEEK'S HOLIDAY (AS RELATED BY A GRAIN MAN)

I have been always proud to call myself the friend of George A. Plummer, associated with the grain and stock department of E. W. Wagner & Co., of Chicago. For George is both upright and wise. He has never recommended to me the purchase of



ON THE SANDS AT PALM BEACH

a stock in any company which later declared Irish dividends, and on at least one occasion I followed his advice to my profit and satisfaction.

I dropped into the trading room of the Wagner house the other morning and found my friend in a more up-standing mood than usual, with eyes directed afar, as though lost in some fond memory. I said, "Was it Uncle or Aunt, George, and were you present when the will was read?"

He eyed me commiseratingly. "I have just returned from a two weeks' visit to Palm Beach."

I showed proper humility.

"At Palm Beach," continued George, "where you sit on the veranda until 11:30 p. m. because the evening air is too delightful to think of retiring, and you spend your days in the warm sunshine amidst a riot of color of magnificent palms and marvelous flowers." Then he added impressively, "The girls there are wonderful!"

Figuratively, I sat up and took notice.

"There are millions of them; real daughters of the sea, fragrant roses of the Southland, beautiful as apple trees in blossom, voices that rival in sweetness the call of the bulbul, hair like shimmering silks beneath the full moon, and eyes like the still pools of silver waters. In other words," said George, "they're some pippins."

"But," I urged, "I can go to the 'Follies.'"

George sneered. "The 'Follies' are no more to be compared to Palm Beach dames than an Englewood morning to a Santiago sunset. Those Florida queens are of exquisite refinement and matchless grace, possessing all the accomplishments that modern athletic education for woman affords. And," here George winked his eye at me wickedly, "men are scarce there."

"But isn't it very expensive?" I observed cautiously.

"To be sure it is," George agreed. "But where

can you spend two or three hundred dollars where the rewards offered are greater? Besides, you know, you'll never be any younger."

I had a sudden inspiration. "I think I can do it. The wife is entertaining a sister from California and I'm sure I need a rest and change of air. I've been run down all winter. Do you think I can put it over with the missus?" I asked anxiously.

"Absolutely certain of it," George replied, "and believe me, after you get to Palm Beach and look the field over, you'll be glad you went there alone."

BOARD OF TRADE ELECTS OFFICERS

At the recent annual election on the Detroit Board of Trade at Detroit, Mich., Theo. W. Swift was re-elected president; H. C. Carson, vice-president, and Henry Mack, second vice-president. Directors chosen are: Wm. Lichtenberg, Frank T. Caughey, Gerald Hulett, C. M. Martin, Fred W. Blinn, H. B. Simmons, A. S. Dumont and R. C. Huston.

The Board plans about June 1 to move to a new home. The Murphy Building has been secured on Congress Street, between Griswold and Shelby Streets. They will occupy the entire sixth floor of this building and have ample space for a good trading hall.

THE RIGHTS OF THE GENERAL PUBLIC

The Government figures on farm reserves suggest an abundant supply of wheat and corn; a liberal quantity of oats also, considering the production for last year. It is within reason to say that the quantity of rye still available is more than ample. That conditions generally for the crop year and the season have favored a large consumption will be conceded, but it is also reasonable to assume that the "strangle hold" on the facilities of transportation by the leading Government agencies in the control of foodstuffs must be relaxed, and that gradually more consideration must be given to the rights and privileges of those who did not produce, nor happen to have on hand volumes of wheat or its product. Then will follow more equitable distribution and a gradual return to natural market conditions.—*Pope & Eckhardt Company of Chicago, Ill., From Market Letter of March 9.*

ON THE PEORIA MARKET

Receipts of corn here recently have been moderate and prices have fluctuated as in other markets. Demand from industrial sources has been very active until the past day or two, when one of the largest industries has been out of the market, being temporarily filled up. Business for shipment is very light as dealers do not care to risk shipping the corn any great distance at this season of the year. Country acceptances on bids and advices of consignments have been light, but we believe there would be a much better movement from the country if cars were available. We believe prices will continue to compare favorably with other markets.

Receipts of oats have been light and prices have been very strong. There has been a good demand for this cereal for domestic purposes to go to Southern territory and also to Eastern points. Holders are not selling freely and the movement is greatly handicapped by the car situation.—*Mueler Grain Company, Peoria, Ill., Market Letter of March 11.*

THE COARSE GRAINS OUTLOOK

A very active corn market is expected with the chance of a little further final appreciation. For the March 10 to 20 period the market may become more two-sided with longer breaks. The February 9 to March 9 124½ to 149½ bulge is due to car shortage, farm confidence, trifling visible, large wheat damage, steadiness of high general costs, the bullish calendar influences of March and April, 1919, rise of sterling from \$3.19 to \$3.64, end of winter receipts. Local gossip hardly embraces beyond a possible top of 160 for May corn. Many point out that present 25-cent upturn discounts much of the bullish spirit that has awaited the passing of winter.

April is near and the export provision situation becomes late. Corn thus steadily loses the support

of former fancy hog prices. Hogs continue around 15 cents, which presumably represents 140 to 150 corn. Corn is supported by two peculiar events—the rise of sterling and the temporary recession in the campaign noise against high costs. The sterling rally is due more to signs of an English world trade recovery than to gold rumors.

In the contemplation of possible grain bulges during late March and April we must not ignore the strong bull spirit that waited all winter and then forced the February-March rise. Looking ahead—"the thinker" can hardly dismiss the farm mood, the farm idea of a relative corn price. Successful to-date—this idea may be responsible for later advances.

The United States' July 1, 1920, full wheat carry-over can be figured 150,000,000. European general crop news is excellent. A mild winter. British guaranteed 1920 minimum wheat price of \$2.19 ('basis 4.86 exchange) suggests United States new wheat in Sept. \$2 or less. Attempts to individually buy oats look out of place. The oats situation is checked by car famines and poor export outlet. In last two years May oats failed to exceed 93 cents despite \$2.10 for cash corn.—*E. W. Wagner & Co., Chicago, Ill., Market Letter of March 12.*

A BOOSTER FOR BUFFALO

E. E. McConnell, president and treasurer of McConnell Grain Corporation of Buffalo, N. Y., can be found at his desk in his office in the Chamber of Commerce Building, any morning before the opening of 'Change. It was there our photographer found him one day last month. The accompanying portrait is the result. The picture is very timely as it was taken on the sixth anniversary of Mr. McConnell's starting into business under the present name, and we believe it will be recognized as a good likeness by countless Western shippers who



E. E. McCONNELL

are acquainted with the Eastern grain merchant and have made use of the facilities offered by his house. Mr. McConnell has been associated with the Buffalo grain market for the past 10 years.

Mr. McConnell has always been an enthusiastic booster for Buffalo. With Government restrictions removed and open competition allowed in all lines of grain, he maintains that Buffalo's location and elevator facilities will commend it to the Western trade as a larger and broader market than ever before. There is an unusually large consuming territory, he says, all about Buffalo, which makes a constantly increasing demand for Western grain. Likewise Buffalo's own industries have largely developed during the past few years. Here there are some of the largest manufacturers of poultry feeds as well as oat and wheat products. These afford a constant demand for all grades of grain while the farther Eastern, export trade also looks to

March 15, 1920

735

Buffalo for large supplies. It is safe to assert that the grain trade of the market will bend all energies to meet the demands made upon it.

Mr. McConnell can therefore see nothing but a bright future for Buffalo under normal conditions and trade. He will get no argument from us. We believe him.

LIGHT RECEIPTS

For the past month, receipts of grain in Minneapolis have been light, particularly so on all coarse grains and seeds.

Our wheat market has been a hand-to-mouth proposition for the last 30 days, with the market traveling within a 15-cent range and greater preferences shown for spring wheat, only occasional days that winter wheat was in good demand. The buying is very limited, which reflects the condition of the milling trade just at present. It seems that flour is moving only in small quantities. Undoubtedly the question of financial credits, in view of the fact that the guarantee on wheat and flour expires May 31, is one of the principal influences that is slowing up the trading in wheat.

So far as other grains are concerned, we are just about on a parity with Eastern markets. There are some days when our Northwest feed trade takes corn and oats at a premium over Eastern markets but the demand is never long enough sustained to make our market entirely independent.—*Godfrey-Blanchard Company, Minneapolis, Minn., Market Letter of March 12.*

DEMAND LIGHT

The demand for corn in our territory is exceedingly light and our market has not followed the Western advances of the past week or 10 days. Corn is being offered through this territory at from 5 to 7 cents per bushel under the Chicago quotations and No. 4 and No. 5 yellow corn as well as the No. 3 grades have been selling here at considerably less than replacement cost. There does not seem to be any Eastern demand for corn to speak of except in a very limited territory.

The country offerings of corn from nearby states has been very free on the recent advance but buyers are not inclined to take hold at the prevailing values.

There has been a fair demand for oats up until the past few days and now only the very choicest grades of oats are showing any disposition to move. Eastern buyers generally seem to be very heavily over bought on all grains and flour. With warmer weather conditions we anticipate a much easier car supply due to the fact that the railroads will be enabled to make much better time in transporting cars from East to West.—*Harper Grain Company, Pittsburgh, Pa., Market Letter of March 12.*

NEW MECHANTS' EXCHANGE AT WICHITA

A charter has been secured for the new Merchants' Exchange of Wichita, Kan. Nearly 50 memberships have been subscribed and it is expected the number will be increased to at least 150 by next July.

The present Board of Trade sample room and trading rooms in the Sedgwick Building have been secured under lease to be occupied by the Merchants' Exchange as soon as the Board vacates next summer.

It is the purpose of the Merchants' Exchange of Wichita to build up a strong, liberal and lasting organization. Wire service direct from Chicago and Kansas City will be installed through which direct market quotations will be posted covering all kinds of grain provisions, cotton, stocks, bonds, industrials, etc. Cash quotations of all principal markets will be posted each day. The regular membership fee is \$100, but a special reduction of \$50 is allowed to charter members and to all members who subscribe now.

The Executive Board is composed of P. P. Miller, A. L. Griswold, R. L. Dunmire, E. M. Houson, E. Goovin, E. M. Flickinger, W. W. Weiss.

G. B. Gaunt is temporary chairman, G. M. Snavely, temporary secretary, and S. B. McLaren, temporary treasurer.

TERMINAL NOTES

The Cameron Grain Company has opened offices in the Board of Trade Building, Wichita, Kan., with W. A. Peter in charge.

The Blair Elevator Company of Atchison, Kan., recently purchased a membership in the Des Moines Board of Trade, Des Moines, Iowa.

Jay Hausam & Co. started in the grain business on March 1 at Hutchinson, Kan. The firm is composed of Jay Hausam and Carl A. Lovel.

J. C. Murray, head of the grain department of the Quaker Oats Company of Chicago, Ill., is spending his winter vacation in South Carolina.

Le Roy La Budd, associated with the Franke Grain Company of Milwaukee, Wis., was joined in marriage recently with Miss Thea Otteson of Milwaukee.

H. J. La Bree, formerly of the Becher-La Bree Company of Duluth, Minn., has become connected with the Minneapolis office of Lamson Bros. & Co., of Chicago.

Henry A. Rumsey of Rumsey & Co. of Chicago, Ill., is the present mayor of his home town of Lake Forest, Ill., and is being boosted by his friends for re-election in April.

J. R. Miller, recently with Dilts & Morgan of Kansas City, Mo., has become assistant in the grain department of the H. D. Lee Flour Mills Company of Salina, Kan.

Ralph H. Brown, having resigned as United States grain supervisor, which office he held during the war, is again associated with Henry W. Brown & Co., of Cincinnati, Ohio.

E. S. McDonough has changed his address from the office of James E. Bennett & Co. at Jacksonville, Ill., to the same firm at 728 DeWitt Smith Building, Springfield, Ill.

C. Graves, who has been in the office of the McCaul-Webster Elevator Company, Sioux City, Iowa, has purchased and is operating the David Lord Elevator at Randolph, Neb.

R. S. Stephens, who has been manager at Minneapolis, Minn., for 10 years past for Ware & Leland of Chicago, Ill., has become connected with C. E. Lewis & Co., of Minneapolis.

The Shepard, Clark Company of Cleveland, Ohio, has outgrown its old quarters in the Commercial Bank Building, and now occupies enlarged space on the third floor of this building.

Sitley & Sons, members of the Philadelphia Commercial Exchange, and whose grain elevator at Camden, N. J. burned recently, have resumed business in a building adjoining the elevator.

A. H. Brownlee Ltd., of Toronto, Ont., has been incorporated with a capital stock of \$40,000 to deal in grain flour and feed. The provisional directors are M. Strachan, E. M. McCullough and E. A. Johnson.

Ed. Wilcox has been appointed assistant manager of the Minneapolis office of Ware & Leland of Chicago. Mr. Wilcox was the late manager of the St. Paul office of E. L. Welch & Co., of Minneapolis, Minn.

The Stratton-Ladish Milling Company, large feed manufacturers of Milwaukee, Wis., has changed its corporate style to the Ladish Milling Company at the same time increasing the capital stock from \$1,000,000 to \$2,000,000.

Howard J. Smith has resigned the position of manager of the elevator department of the Black Rock Milling Company of Buffalo, N. Y., to enter into the grain business. He has offices at 419 Chamber of Commerce Building.

Charles England, head of Charles England & Co., of Baltimore, Md., who has been chairman of the Traffic Committee of the Baltimore Chamber of Commerce since this Committee was first appointed, has resigned and will be succeeded by Robert Ramsay.

The Midwest Elevator Company of Indianapolis, Ind., has been formed with a capital stock of \$100,000 to take over the Springer-McComas Grain Company's property at Twenty-third and Harding streets, and operate it. The consideration was given

at \$100,000. The incorporators are George H. Evans, Wm. R. Evans, Fred A. Hathaway, John A. McComas and Wm. D. Springer. Wm. R. Evans is president of the new company and George H. Evans is secretary-treasurer. Messrs. McComas and Springer were the principals in the original firm.

J. B. Helwig until recently with the D. O. Cross Company of Cincinnati, Ohio, has re-engaged in the railroad business and now represents the freight department at Cincinnati of the Minneapolis & St. Louis Railroad. He has offices in 906 Neave Building.

There are certain lucky days, it seems, for shipping consignments of grain to Brat A. Boyd Grain Company of Indianapolis, Ind. The company has a chart which explains these days in detail and which they will be glad to send to any shipper asking for it.

S. E. Squires, until recently associated with the Sawers Grain Company of Chicago, Ill., has left this firm to engage in farming in Buffalo County, Wis. He will carry on sheep raising principally, growing grain for feed purposes only. The Sawers firm also reports that E. J. Burke is now representing them on the Chicago Open Board of Trade.

A. C. Parker, for the past 12 years superintendent of Cleveland Grain Company's elevator at Indianapolis, Ind., and who was formerly manager of a line of elevators in Chicago, has become the superintendent of the Fostoria Storage & Transfer Company's elevator at Fostoria, Ohio. He supersedes W. H. Garfield, who has gone to Cleveland and engaged in other business.

A committee has been appointed from the Philadelphia Commercial Exchange to co-operate with city, state and federal authorities for consideration of improvements to the port of Philadelphia. The committee follows: Wm. M. Richardson, Hubert J. Horan, George M. Richardson, James L. King, M. F. Barenger, George G. Omerly, Arthur C. Harvey, Robert Morris, Walter F. Hager, W. T. Roach, S. L. Burgess.

The Dewein-Hamman Company has been organized at Decatur, Ill., to engage in buying and shipping of car lot grain and to operate a new elevator. The firm is composed of Victor Dewein and Thurman E. Hamman, both of state-wide acquaintance. Victor Dewein was formerly president of the Illinois Grain Dealers Association and is now a director of the state organization while also serving as a director of the Grain Dealers National Association, and who for the past 19 years has operated a country elevator. Mr. Hamman is recently from Cerro Gordon and Milmine, Ill., and has had 15 years' experience as a country grain dealer. Offices have been opened in the second floor of the New Suffern Building recently occupied by the W. H. Suffern Grain Company, which is now retiring from business. The new firm have associated with them the able assistants, formerly with Mr. Suffern. The company has also just started excavating for the modern reinforced concrete elevator at the foot of Gault Street on the Illinois Central Railroad, which will be equipped with fast handling machinery with a working capacity of 50 cars per day. It is expected to have the elevators completed by July 1.

An announcement of more than usual interest has been made to the effect that the old established firm of Ware & Leland of Chicago, Ill., will pass out of existence May 1, and each of the partners will become the head of a new firm. The present grain and stock business in the Royal Insurance Building together with all branches and leased wire systems will be conducted as E. F. Leland & Co., Mr. Leland having as partners, Harry B. Signor, John N. Wienand, and Edward J. Schaack. J. Herbert Ware and Sefton Trantor will form the firm of Ware & Trantor to engage in business in New York where they will serve as the Eastern connection of E. F. Leland & Co. Both Mr. Ware and Mr. Leland have been members of the Chicago Board of Trade since 1884 and their partnership dates from 1898 when they opened an office in the Gaff Building. The business of the firm has grown to large proportions since those days and the firm now has branches in all principal cities. As soon as the de-

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

molishing of the Royal Insurance Building commences to make way for the new skyscraper, Ware & Leland will take offices temporarily in the old Lombard Hotel building. When the new Royal Insurance Building is completed the firm will occupy its entire second floor. It is thought the building will be completed in about a year.

George Walter Beavan became associated recently with J. S. Bache & Co. of Chicago as manager of

their grain department. Mr. Beavan has been connected with Lamson Bros. & Co., of Chicago for the past 10 years and previous to that time was one of the active traders on the New York Produce Exchange, where he became a member in 1886. F. M. Rogers, an experienced grain man, has also formed a connection with J. S. Bache & Co., and will become active in the development of their grain business.

TRADE NOTES

A. S. Winter, formerly connected as advertising and sales manager for The Wm. Powell Company, has joined the sales force of The Fairbanks Company, Pittsburgh, Pa., and will represent them in southern Ohio.

The Burrell Engineering Company of Kansas City, Mo., made an assignment for the benefit of creditors late in February and F. C. Hoose of the Norris Grain Company of Kansas City was appointed receiver for the firm.

One of the important devices about the grain elevator plant is a combination auto truck and wagon dump. The demand for dumps has grown enormously through the West and one that has given unusual satisfaction is made by the Globe Machinery & Supply Company of Des Moines, Iowa. Its ease of operation commends it as well as other points of excellence which are all set forth in a descriptive catalog which will be mailed to all interested parties.

The Linkhart Manufacturing Company of North Vernon, Ind., reports sales of Improved Economy Cracked Corn Separators and Graders to the following: Clinton Grain Company, Wilmington, Ohio; Doherty & Johnson, Shreveport, La.; Chattanooga Feed Company, Chattanooga, Tenn.; J. F. Bilber, Herrick, Ill.; Community Mill Company, Dallas, Texas; Carterville Milling Company, Carterville, Ill.; Shawnee Metal Manufacturing Company, Shawnee, Okla.; R. H. Whitehead, Overton, Nev.

The illustration shown in the advertisement of the Quaker Oats Company of Chicago, Ill., covering the 100-pound bag of Schumacher Feed, a kiln dried ration, looks like 100 cents on the dollar. It would be safe to say the feed is as good and wholesome as it looks, for the company has been in the feed business for nearly half a century and is said to be the largest manufacturer of feeds in the world. The feed department of the company will be glad to send full information on their complete lines of feed.

The J. C. Burrell Company has been formed at Chicago, Ill., to carry on a general construction business in the designing and building of flour mills, grain elevators and similar work. J. C. Burrell, the head of the new company, has been identified with the building of flour mill plants, grain elevators and feed mills in the Central and Western States for very many years. He has associated with him R. W. Burrell and A. K. Bentley, both men of experience in this line, and also has six competent superintendents. Offices are in 1318-20 Stock Exchange Building.

The Barnard & Leas Manufacturing Company of Moline, Ill., in a late page advertisement reminds the grain man that now is the time to start checking up on his elevator equipment. In order to facilitate such checking up they present half tones of very many leading machines and specialties liable to be needed in the elevator equipment. They state that they can make shipment of these machines promptly and also call attention to their big elevator equipment catalog No. 38-H which will be mailed to any one from whose office this useful catalog is lacking.

The S. Howes Company of Silver Creek, N. Y., has now ready for distribution the new edition of "Book 57" which is devoted exclusively to equipment for mixed feed plants. This department of

the Eureka Works has grown to very great importance during the past few years and the company has met its growing interest in their mixed feed outfits by producing a catalog which is superior to anything hitherto published by them. It is complete from every standpoint as they have included illustrations and descriptions of all the standard machines and appliances, as well as much specially designed machinery together with useful tables of information and data and receipts for preparing balanced rations. There is a copy of the catalog awaiting every grain dealer and feed manufacturer. The catalogs are now going out rapidly. Write for copy if you have not received one.

The Burrell Engineering & Construction Company of Chicago, Ill., writes us under recent date as follows: We have been informed that the Burrell

Chain Drive in a great number of industries. That it is generally considered supreme in the grain line is evidenced by the number of large and small elevators in which they serve for transmission of power. We have just received some valuable data on Morse Chain Drives in textile plants with very complete illustrations on this department of industry. J. E. Sterrine, mill engineer and architect, as the result of his own research, covering many years, declares: "In no case have we ever known a mill that failed to get increased production, where individual drives were installed. In applying individual motors to looms, we find we are not only getting a higher production, but a better cloth, due to the fact that the speed is constant, and the cloth loses that wavy appearance, due to unequal beat-up of the filling threads. Altogether, we are thoroughly convinced that one of the ways of increasing production is securing uniform speed, either with silent chains, direct connected motors, or by gears. I think we get better results with silent chains than with any other form of drive."

PNEUMATIC GRAIN HANDLERS FOR SMALL COUNTRY ELEVATORS

Ten years ago the installation of a pneumatic conveyor for the handling of grain was considered by most men connected with the trade a rather fool-hardy undertaking, on account of the high cost of initial installation and the great power consumption required to do the work. No consideration was generally given the many advantages, such as



PNEUMATIC GRAIN CONVEYOR FOR SMALL ELEVATOR

Engineering Company of Kansas City, Mo., were compelled to go into the hands of a receiver and owing to the similarity of names we deem it advisable to notify the trade that the above company has absolutely no connection with the Burrell Engineering & Construction Company of Chicago, Ill. The former we understand is a corporation of the State of Oklahoma, who have been in existence about three years, while the Burrell Engineering & Construction Company is an Illinois corporation, who have been building grain elevators, flour mills, etc. for the past 20 years. The fact that the names are so similar may be used by our competitors in order to further their own interests but we wish to inform the trade that we still have the best organization in the country for building grain elevators, flour mills and kindred buildings and that they can ascertain upon investigation through the mercantile agencies that the Burrell Engineering & Construction Company should not be linked or confused with the misfortune that has overtaken the company of Kansas City, bearing an almost similar name.

The Morse Chain Company of Ithaca, N. Y., believes in backing up their statements with incontrovertible proof. Thus their "chain of evidence" has compelled a wide spread acknowledgment of the superiority of the Morse Silent

adaptability to complicated building conditions, cleanliness and dust-free operation, and last, but not least, labor saving. Since the termination of the war, the scarcity of common labor and high wages have made this method of conveying more attractive, especially as quite a number of large plants have been using it for years with perfectly satisfactory results.

The small country elevator operator, being more affected by labor scarcity than the larger plants, has become interested in this method of conveying, and a number of outfits have been put on the market which will handle a small amount of light grain over a short distance, but find their limitation when heavier grain is to be handled in any quantity and over a distance exceeding 20 or 25 feet. The fan used is not built to overcome the frictional resistance encountered in hose or conveying pipe, and to furnish enough pressure for carrying away the grain.

The Guarantee Construction Company of New York, specialists in the line of installing pneumatic conveyors in America, have given this question of supplying the small grain handler, with a serviceable and efficient outfit to meet all his requirements considerable study and have recently installed an airveyor at the plant of the C. E. DePuy Company, Pontiac, Mich., handling all sorts of

THE AMERICAN ELEVATOR AND GRAIN TRADE

grain, from light seeds to heavy wheat, at the rate of 7 to 8 tons per hour. The grain is taken through a flexible hose by suction from the car and delivered through the conveying pipe into the boot of an elevator, from which it is delivered in the usual way to garners, storage bins or scales as the case may be.

A permanent heavy steel conveying line, crosses the main elevator floor from the unloading platform outside and is connected to a vacuum tank erected above the elevator leg and discharges the grain through a rotary airlock. This line has a fitting about midway to allow attachment of a flexible hose to pick up grain from the floor or sacks, and thus save trucking.

The operation requires the attention of only one man in the car to see that the hose is constantly immersed in the grain, and there is neither dust in the car nor in the elevator itself, which should favorably affect insurance rates by doing away with the danger of dust explosions.

The air current is furnished by a heavy positive rotary exhauster with flexibility enough to handle grains under the various conditions of weight and shape with equal facility. The blower takes its power from an existing line shaft, and usually the outfit is operated at such time when the other machinery is not in use.

The advantages of the pneumatic system are especially the following: Possibility of operation under all weather conditions; cheapest way to overcome distances and install under complicated existing conditions; labor saving; simple and automatic operation; very small cost of repairs and maintenance; clean and dust-free operation; no waste through spillage and complete recovery of all grain in corners or sills of car. Outfits of this kind are built very heavy and in the most substantial way, so as to assure uninterrupted operation for a long time.

THE BOSTON CHAMBER OF COMMERCE'S BUILDING PROJECT

BY L. C. BREED

There has been for a long time a quite generally expressed wish that the Chamber should have new quarters of such a character and so situated as to make them a fitting and convenient home for its members. It is proper, however, to state that this desire does not emanate from that part of its members who are engaged in the grain flour and kindred trades, the men who formed the nucleus from which this body has in the past 10 years so greatly expanded. In explanation of this statement, it should be pointed out that about 1909 a movement was inaugurated which had for its purpose conversion of the organization into a commercial association, with nominal annual dues, in order that it might extend its activities and its influence so as to cover all of the principal lines of business.

This movement gathered such momentum that as a result, the Chamber is now one of the large commercial associations of the country, the membership at the present time being in the neighborhood of 5,000. It is, of course, easy to see that the original certificate-holding members, principally identified with the grain, flour and produce lines of business, constitute a small minority, and there is a disposition on the part of these men, to some extent at least, to take steps to energetically contest the proposed new building project. In fact, a number of them have joined in filing a bill in equity in the Federal District Court, seeking to enjoin the Chamber and its officers and directors from carrying out the plan. It is alleged that the plan is unlawful because the charter authorizes it to hold real and personal property to an amount not exceeding \$1,500,000, that it means corporate ownership and management of real estate for profit, and provides for expenditures for purposes not enumerated in the charter. The assets of the Chamber, including its present building, are fixed at \$742,000, and it is asserted that the present building is adequate for the purposes of the organization.

The plan for the new building contemplates the

erection of a structure, which with its site, as selected, viz., on a lot bounded by Federal, Franklin and Congress Streets, will cost a total of approximately \$4,000,000. A referendum embracing the plant, as set forth by the committee that was appointed to submit a suggestion for the construction of a new and centrally located building, resulted in over 2,200 votes in favor, and less than 200 votes against the proposed change. The new building, as planned, would be of the best type of office construction, 11 or 12 stories high, with dining room, capable of accommodating more than 600 persons at table, and more than 1,000 seated with tables removed, luncheon and committee rooms, an auditorium, offices and lounging rooms and adequate arrangements for the Chamber's own headquarters, and the lower floors rented for business purposes.

The present seven-story building, completed in 1892, contains one of the finest grain trading rooms in the country. The structure was expressly erected to supply such a room, with suitable offices for the use of grain, flour and hay commission merchants, railroad and steamship agencies. With the exception of the grain and flour trades, the location of the present building is objectionable for the reason that it is not convenient of access to the large majority of the members.

The proposition is that the old building be retained; the only change will be with respect to the executive offices of the Chamber, which will be removed to its new home when completed. Regarding the certificate-holding members, there are, at present, 1,331 certificates in their hands, but some of the holders own several certificates.

ELEVATOR FOR BROOKLYN?—MAYBE

From this distance it rather looks as if the New York State Barge Canal has ceased to be a public utility and has become instead a plaything for politicians. Many suggestions have been made for improvement of the service, and many charges and countercharges of obstructionist influence have been voiced. But as yet nothing constructive has been done nor can be done until there is a new terminal elevator at the Seaboard, equipped to discharge and load barge or vessel cargoes. In his annual report to the Legislature, State Engineer Frank M. Williams discussed the need of such a terminal, as follows:

The crying need is for a grain elevator at New York. At this port the two existing elevators are owned by railroad companies and there is no shadow of hope that these companies, competing with the canal for this traffic, will allow the canal to use their elevators. Even if they were favorably inclined their facilities are insufficient for their own use. Such grain as now reaches New York by canal must of necessity lie in the barges which bring it until ships are ready to receive the cargoes. This useless tying up of boats, which might otherwise be helping to build up canal traffic, is a condition which the state for its own good should hasten to remedy.

At Gowanus Bay, Brooklyn, an area has been made available behind the new bulkhead wall. Also I have planned and built the pier in such a way as to accommodate suitable grain apparatus. An elevator with working house and storage bins of ample capacity to meet the needs of the present and also of at least the near future and so arranged that any required number of bins may be added as traffic increases, should be erected at this terminal.

NEW BARLEY FOR CALIFORNIA

Madson and Hendry report that nine years of variety tests at the California University Farm have demonstrated the superiority of Mariout barley over Coast (common) barley. During this period Mariout has averaged 88 bushels per acre, as compared with 80.68 bushels for Coast. In drought years Mariout has produced far in excess of Coast. In 1919 with deficient spring rainfall Mariout yielded 79 bushels per acre compared with 38 bushels per acre for Coast. In spring planting tests Mariout has had a greater advantage over Coast than in fall planting tests.

Mariout shatters less than Coast when exposed to strong winds at maturity. In 1919, the yield of

Mariout was diminished 12 per cent through shattering, compared to 46 per cent for Coast. Mariout makes a lighter draft on soil moisture than Coast barley. Determinations at the University Farm in 1919 showed that Coast barley had consumed 45 per cent of the soil moisture to a depth of three feet compared to 26 per cent for Mariout. Mariout ripens 10 to 20 days earlier than Coast barley.

A NEW PORTABLE ELEVATOR OR PILING MACHINE COMBINING HAND AND MOTOR OPERATION

The Combination Revolvator, as this new machine is called, is a portable elevator for elevating cases, bales, barrels, etc., for piling purposes. It embodies a new and exclusive feature of great utility—a combination of hand and motor operation in one machine.

This elevator, similar in construction to hand operated and motor operated portable elevators, is equipped with a hand crank for hand operation, and in addition, with a small motor with cord and plug which may be conveniently attached to an ordinary Edison lamp socket. The motor is small



enough to be thrown directly on the line without the use of a starting box and is controlled by a simple knife switch mounted on the elevator. The change from one form of operation to the other may be instantly effected. The advantage of this feature is apparent; the elevator may be operated by motor wherever current is available and by hand in those odd corners of the plant where current is unavailable. When operating by motor the manual labor of cranking is eliminated and a load as heavy as 1,800 pounds may be raised at approximately three times the speed attained by the average man operating by hand. A circular issued by the Revolvator Company, Jersey City, N. J., manufacturers of this machine and other portable elevators, states that the Combination Revolvator may be furnished with any one of three different types of bases, Revolvable, Non-Revolvable, or Open End for use in connection with skids, and that the motor attachment may be furnished for application to any hand operated portable elevator.

GROWERS and exporters of corn in Mexico are much disturbed over the action of the United States Government in putting a ban on the shipment of that grain into this country. The reason given for placing an embargo upon corn shipments from Mexico is that there is danger of the pink boll worm being admitted by such shipments. It is asserted, however, by the Mexican interests involved that practically all of the corn, exported and intended for export to the United States, comes from the Central Plateau region of that country where no cotton is grown and therefore the grain cannot be infected with the pink boll worm. It is pointed out that this pest is only known to exist in Mexico in the Laguna cotton growing region around Torreon

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

from which no corn has been or is to be exported. All of Mexico produced an exceptionally large corn crop last season. There is more than enough of the grain on hand to supply the wants of the people of

that country. The price of the grain in the corn growing districts is around 75 cents a bushel. There might be a very active business with this country if political conditions allowed.

COMMUNICATED

BUILDING A NEW ELEVATOR

Editor American Grain Trade:—I am now building an elevator, have the foundation constituting the basement or first story done. Built it last fall. Am building it of cement concrete.

Am quite busy but will send you cut of my plant at Linn Creek, Mo., when I get my elevator done.

If you know of any good books on elevator building will you please mention it?

Yours truly,

S. W. CROLL.

THIS SENTIMENT IS GROWING IN CANADA

Editor American Grain Trade:—Owing to the arbitrary attitude of the United States banks in exacting unreasonable rates on Canadian exchange, we have ceased to buy any American goods either here, or direct from the United States. And we intend to adhere to this policy until such time as your banking systems, and some of your manufacturers, recover their reason and show a disposition to play the game square.

Yours very truly, J. H. TROMANHAUSER CO.

NEW CORPORATION

Editor American Grain Trade:—The firm of Scoular and Bishop, Superior, Neb., was recently succeeded by The Scoular-Bishop Company, the president being Geo. Scoular, Superior; D. C. Bishop, Kansas City, Mo., vice-president; and Fulton Chestnut, Superior, secretary.

This firm was founded about 30 years ago by Mr. Scoular, shortly after he came from his old home in Scotland, and Mr. Bishop and Mr. Chestnut have been with him for many years.

The Scoular-Bishop Grain Company of Kansas City, Mo., and Omaha, Neb., and with membership in Chicago and other exchanges, is of course, very closely affiliated with the original firm of Scoular and Bishop, Superior, Neb.

Yours truly, THE SCOULAR-BISHOP COMPANY.

AN UNUSUAL SEED SHIPMENT

Editor American Grain Trade:—This company early last fall realized the very serious shortage in the crop of alfalfa seed in the United States, this shortage ranging anywhere from 50 to 65 per cent.

Having a correspondent in Vladivostok, Russia, who had represented us before, immediately began negotiations with the larger banks in that city who were carrying a very large quantity of that seed for account of merchants in Turkestan, who were then in the hands of Bolsheviks, and who had no opportunity of communicating with the banks who held their property in trust against advances made.

We were, however, in position to offer them such a figure, which was so far in excess of what the owners had originally anticipated, that the bankers took it on themselves to sell us the merchandise.

Having, as we thought, completed the negotiations and closed the transaction, we chartered the steamer *Delight* to load same, but for some reason, at the present time unexplainable, the Omsk Government stepped in and seized this merchandise just as they were ready to load same to the steamer. We understand they gave as a reason that they would sell same for account of owners, paying the bankers and retaining the surplus money in trust.

We again purchased the seed, this time from the Government, paying them an advance of approximately \$35,000 to \$40,000. Unfortunately this delayed movement of the seed to this country very considerably. Fortunately, however, the S. S. *Waban* arrived with the merchandise February 2, at Port-

land, Ore., where our representatives at the present time are busily distributing said seed to our various customers all over the United States. Every indication at the present time points to the entire quantity being consumed this spring, in fact, the major portion of same has already been merchandised.

The entire consignment consists approximately of 1,600 long tons, which together with ocean freight charges, represents a valuation of approximately \$1,000,000, which we believe the largest single shipment of agricultural seed ever received on one steamer in the United States, or ever handled by one agricultural seed house in the United States, and simply brings to the fore the importance of Milwaukee as a large distributing point for all grass and farm seeds, especially clovers.

Turkestan alfalfa, on account of the conditions under which it is grown, is especially adapted to all our Central and Northwestern States, where it has been used with gratifying results for the past 30 years, it being hardy, prolific and compares favorably with alfalfa seed grown in any of our Northwestern States.

Yours truly, COURTEEN SEED COMPANY.

NEWS ITEMS FROM ATCHISON

Editor American Grain Trade:—The Blair Elevator Company of this city will open branch offices in Des Moines, Iowa. Their offices will be located in the Hubbell Building. Carl W. Yount, who is now connected with this company in Atchison, will take over the management of the branch offices.

J. G. Syphers, with the Atchison Mills Corporation, spent Friday and Saturday of last week in Frankfort, Kan., on business for his firm.

An improvement is noted here in the inquiry for flour. Some sales being made at prices in line with the wheat market. There is also a very strong demand for mill feeds, especially bran.

The Atchison Board of Trade has sent out a call to its membership for a special meeting on April 3, 1920, to consider, among other things, the matter of increasing the cost of the few remaining memberships that are left in the Exchange.

Yours truly, R. T. WILLETT.

HONEST DIFFERENCES DISCUSSED

Editor American Grain Trade:—In February 20 issue of *Who's Who in the Grain Trade*, there appears a statement by the editor in which he refers to those who apply for arbitrations of trade differences, as "contentious cusses" who are never happy unless they are arbitrating with some one, and he states further "that every association, of course, has its percentage of such members," and then follows a long list of published cases that have been filed but not yet tried.

The implication is that the plaintiff is the "contentious cuss" in such cases, for it is usually the plaintiff who first makes the complaint and files the suit. Is the defendant any less a "contentious cuss" if he fails to adjust or settle a trade difference without a trial? Whereby does the famous editor get foreknowledge and authority for stating who are "contentious cusses" involved in applications for arbitration, without first knowing the real merits involved and without knowledge of the honest convictions of both parties to the suit? What are arbitrations for? Is it a discredit to any reputable grain firm to be involved in an arbitration whether as plaintiff or defendant?

Arbitration boards are established for the express purpose of hearing and deciding all trade differences without bias or prejudice, and the con-

tending parties put up their money in advance to pay all costs, and they agree to stand by the decision in order to have the dispute settled, and to find out who is right and who is wrong. We object to referring to anybody involved in any arbitration as a "contentious cuss." It sounds too much like the lone juryman calling the 11 others "obstinate mullet heads" and "ivory domes" because they differ from him in arriving at a decision.

Yours truly,

E. M. FLICKINGER.

OHIO CONDITIONS

Editor American Grain Trade:—I am very glad to receive your valuable paper for another year. I think it is one of the best grain papers in the United States.

As a matter of crop items, the heavy snow and ice on the wheat fields has damaged same fully 50 per cent. The ground is still frozen and covered with ice. The spring corn will be greatly delayed. Grain is not moving more than 25 per cent of normal, on account of the bad car situation.

Hay is very slow in moving for there are practically no cars to load. We anticipate more cars to load as soon as the owners of the railroads get the repair shops lined up to repair box car equipment and put them in service again. On some roads we have not had a single car to load hay for the past six weeks and you know that made receipts very light.

I believe the prices will remain high as long as the car supply is so short, but any increase in the car supply will have a tendency to lower the price, especially the hay. This point is conceded by many farmers in this territory.

Yours truly,

H. G. POLLOCK.

DOMINION, NOT WINNIPEG SECTION

Editor American Grain Trade:—I notice in the issue of your journal for February 15, on Page 656, an article headed "Simple Dockage Test," which relates to the Cowan Grain Dockage Tester made by the Cuthbert Company of Minneapolis and Winnipeg.

This article states that the Inspection Department of the Winnipeg Grain Exchange has a full complement of these testers, and accompanying the article is a photograph which is stated to be the inspection room of the Winnipeg Grain Exchange.

I desire to call your attention to the fact that the inspection department referred to is a branch of the Department of Trade and Commerce of the Federal Government, operated under the jurisdiction of the Board of Grain Commissioners for Canada, and has no connection whatever with the Winnipeg Grain Exchange beyond the fact that the inspection offices are located in the Grain Exchange Building.

Whilst appreciating the fact that the error in the article referred to is not a very serious one, I thought it well to draw this matter to your attention. I might state that the chief inspector speaks very highly of the Cowan Dockage Tester.

Yours truly, R. HETHERINGTON,
Secretary.

LIGHT WEIGHT GRAIN THIS YEAR

The weight per measured bushel of wheat this year is 56.3 pounds, as against 58.8 pounds last year and 58.2 the 10-year average. The weight of measured bushel of oats is 31.1 pounds, as against 33.2 pounds last year and 46.5 pounds the 10-year average. The corresponding figures for barley are 45.2 pounds for this year, 46.9 pounds for last year, and 46.5 pounds for the nine-year average, according to the Bureau of Crop Estimates, United States Department of Agriculture.

DECATUR, Ill., will hereafter be an inspection point, two grain inspectors having been licensed there.

EFFECTIVE March 1, the rates for elevation of grain for export at North Atlantic ports, from Portland, Maine, to Newport News, Va., inclusive, was made 1 cent per bushel.

THE AMERICAN ELEVATOR AND GRAIN TRADE

WESTERN WASHINGTON AS A WHEAT COUNTRY

In 1919 the wheat producing districts adjacent to Spokane—Palouse, Walla Walla and Big Bend sections—yielded 45,642,000 bushels of wheat in the face of a drought that seriously threatened the crop. Spring wheat, in fact, was more or less of a failure judged from Spokane country standards, the yield only averaging 14 bushels to the acre. Fall sown wheat weathered the drought in better shape and yielded an average of 24 bushels per acre, which was practically 100 per cent above the general average for the United States. The acreage sown to wheat was 2,573,000. Conditions in respect to rainfall were poor, but fall wheat came through fairly well in point of yield, while the quality was excellent.

Generally speaking the wheat districts are exceedingly prosperous, a condition reflected in the remarkable expansion of bank deposits throughout the country. In recent years Inland Empire wheat growers have improved methods, notably by introducing leguminous crops in wheat rotation instead of following the summer fallow system in vogue for many years. In the Big Bend district combined harvesters are employed extensively but in the Palouse district, generally speaking, the

try, for the demand for heavy horses keeps well ahead of the supply.

The records of this interesting region indicate that it is one of if not the most safe sections of

WHEAT IN WISCONSIN

The increase in wheat acreage in Wisconsin since 1917 has led to a fixed belief in the minds of some



COMBINATION HARVESTER AND THRESHER NEAR SPOKANE



BIG BEND WHEAT FARM IN WASHINGTON

country is too rolling to permit of the successful use of the huge combines. Tractors are more or less extensively used, but it may be said that the precise status of the tractor in the interior economy of the wheat producing sections has not yet been clearly demonstrated.

The illustrations are all typical of the conditions in the wheat districts, Pacific Northwest. For the most part the soil is rich in humus and does not wash, as proved by the 30 years of continuous wheat cropping. Within the past few years measures have been taken to keep up the native richness of the soil, with green manure and legumes. Peas, raised for Eastern seed, are becoming a favorite crop as they thrive bountifully in the climatic and soil conditions of the region.

The farm houses and out buildings as a rule give substantial evidence of the general prosperity. The view of the homestead, with its orchard, kitchen garden, silo and barns show the influence of the East. Many of Washington's farmers have New England blood, but there remains little of the penurious and sometimes crabbed New England spirit, and nothing at all of the farm methods, beyond the sacredness of the door yard.

A harvesting and threshing outfit such as is shown, gladdens the heart of the friend of the horse, but it scarcely tells the entire story for tractors are being used and are proving efficient on the less rolling farms. The large size of the farm units is attractive to tractor salesmen, for conditions are most advantageous for motor operation. But horse raisers of the West are not wor-

ried, for the demand for heavy horses keeps well ahead of the supply.

The records of this interesting region indicate that it is one of if not the most safe sections of

agricultural experts that wheat has "come back" in Wisconsin, this time to stay. The acreage in 1919 was double that of 1917, and while in 1919, the yield was only 7,355,000 bushels, against 10,273,000 bushels in 1918, it was nevertheless 50 per cent larger than in 1917, when the yield was only 5,327,000 bushels. The acreage of winter wheat planted for 1920 is greater even than in 1918, which was exceptional, since most states showed large decreases. The experts favor the growing of winter wheat, since it does not rust and fits into the agricultural scheme. But winter wheat is still less than 20 per cent the total crop. The danger of winter killing in Wisconsin has been found to be comparatively slight as cold weather is usually accompanied by a generous covering of snow which protects the crop during the entire winter.

Tests to determine the best varieties of wheat for the different sections of Wisconsin have been in progress at the experiment stations at Madison, Ashland and Marshfield since 1906. Of the winter wheat varieties, pedigree No. 2—Turkey red, and pedigree No. 408—Bacska, proved the best, while red Fife and Marquis show the best results for the spring wheat varieties. For southern Wisconsin the bulletin recommends pedigree No. 2 Turkey



TYPICAL WHEAT FIELD IN THE PALOUSE DISTRICT

the country to engage in agriculture. Until recently elevator capacity has been far behind grain production, but the last five years have witnessed marked changes and building operations and a complete divorce from the sacking practice.

red, for winter wheat, and Wisconsin No. 50—Marquis, for spring wheat. For the northern section of the state, pedigree No. 2 and pedigree No. 408 are recommended for winter varieties and red Fife and Marquis for spring sowing.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

ASSOCIATIONS

HAY ASSOCIATION FIXES DATE

The National Hay Association will hold its 27th annual convention at the Hotel Sinton, Cincinnati, Ohio, on July 13, 14 and 15. While the program is not made up, it is the purpose of the committee to have the best and largest meeting the Hay Association has ever held.

OHIO FARMER DEALERS MEET

The Farmers Grain Dealers Association of Ohio met at Toledo in February. The meeting was well attended and enthusiastic. Among the speakers were Clifford Thorne; V. H. Davis, chief of the Bureau of Markets of the Ohio Department of Agriculture; and Dr. J. W. T. Duval.

The election of officers resulted as follows: President, R. E. Groninger, Grand Rapids, Ohio; first vice-president, L. D. Lloyd, Waterville; second vice-president, C. F. Smith, Fostoria; secretary-treasurer, C. S. Latschaw, Defiance. Directors: C. W. Palmer, Jewell; H. M. Eisaman, Deshler; Ira Price, St. Johns; L. I. Winch, McClure; F. J. Dauer, Haskins; J. W. Louden, Liberty Center; H. P. Miller, Sundery; Guy P. Marvin, Findlay; and Ferrah Murphy, Condit.

WESTERN ASSOCIATION AT DES MOINES

The annual convention of the Western Grain Dealers Association will be held at Des Moines, Iowa, Thursday and Friday, April 1 and 2, 1920. April 2, which is Good Friday, will probably be a Board of Trade holiday, and this day has been selected as convenient for the grain dealers to be away from their business as there will be no market quotations on that day.

The convention program will begin at 10 o'clock Thursday morning, and will be concluded at noon Friday.

The headquarters of the convention will be at the Hotel Fort Des Moines, one of the best hotels between Chicago and the Pacific Coast.

The Des Moines Board of Trade will entertain the grain dealers in attendance at the convention with a buffet luncheon to be served in the dining room adjacent to the Convention Hall on Thursday noon, and a smoker in the Convention Hall Thursday evening, including music and vaudeville.

FARMER DEALERS IN NORTH DAKOTA

On March 2, 3 and 4 the North Dakota Farmers Grain Dealers Association met at Grand Forks. Among the addresses given were: "Present Problems of Farmers' Organizations," by M. R. Myers; "Community Interests," by Alex Carr; "Good Roads," by Geo. C. Reeder, secretary North Dakota Good Roads Association; "Law Points," by J. F. T. O'Connor; "The Passing of Competition," by Clifford Thorne; "The Benefits of the United States Warehouse Act," by Roscoe B. Smith, assistant in warehouse investigation; "Preparation, Object and Value of Crop Reports," by A. J. Surratt, North Dakota field agent.

The officers elected were: A. A. Lane, Sherwood, president; George Knaufe, Hannaford, vice-president; M. C. Gaulke, Thompson, secretary; A. P. Ormsby, Edgeley, treasurer. Directors: A. M. Thompson, Cogswell; O. B. Allen, Jamestown; A. B. Hunt, Sterling; Robert McClusky, Wabek; S. A. Garber, Fortuna; F. Mares, Wheatland; Charles Lawson, Hannah.

FARMER DEALERS OF MINNESOTA MEET

A splendid meeting of the Farmers Grain Dealers Association of Minnesota was held at Minneapolis on February 17-19, presided over by President H. R. Meisch.

Resolutions were adopted, in part, as follows:

Whereas, The United States is facing a transportation crisis unequalled in the history of the nation, yet notwithstanding the shortage of freight cars, they are being used in the East for storage of grains at a nominal rate of demurrage because of lack of storage facilities.

Be it resolved that we endorse the Nelson-Ander-son Bills now before Congress that will compel the carriers to provide elevator space for grains and warehouse capacity for flour at seaports and demand immediate enactment of this legislation.

Whereas, The Interstate Commerce Commission has under consideration the issuance of new grain rates that are rankly discriminatory against the Northwest, and will cost every grain grower at least 5 cents a bushel on every bushel raised; that will greatly increase the cost of mill feeds to the dairyman; that will deprive much of the Northwestern wheat of its natural market, the terminal markets of this state diverting it to Chicago and points East, thereby making new financial connections by farmers' elevators necessary, and adding to their cost of doing business on account of the longer time money for advances will be held out of use.

Be it resolved that this convention ask and petition that the temporary suspension of those rates now in effect be made permanent.

Whereas, The eight-hour day for farm labor is,

owing to the seasonal character of the work, economically impossible, and the existence of such hours in other lines of industry makes difficult the obtaining of farm labor.

Be it resolved that during the present crisis in production, union labor should forego the eight-hour day to the end of bringing about cheaper living costs for the city worker.

Whereas, The farmers of the United States produced to the utmost during the war without thought of length of the day's work, while labor was asking and receiving high wages for short hours.

Be it resolved, that it is now time for labor to do what farmers did—produce to the utmost in order that prices of manufactured articles that the farmer must buy may be reduced to meet the reduction in the prices of products of the farm that has been to a great extent forced in the so-called interest of the consumer, but in reality to enable food handlers to more easily exploit the farmer and food buyers.

Whereas, The operation of the present Federal grades cost the producers of the Northwest millions of dollars in the handling of the low quality 1919 crop;

Be it resolved, that this convention demands the immediate reopening of the matter of grades, to the end that a fairer and more equitable system be put in force before the 1920 crop begins to move.

The following officers were elected: H. R. Meisch, Argyle, president; A. O. Lunder, Slaton, vice-president; Adam Brin, Stewartville, treasurer. The three officers were reelected as directors for three years.

FARMERS NATIONAL ASSOCIATION

The Farmers Grain Dealers National Association, representing 4,000 companies with an investment of more than \$80,000,000 in grain elevators, coal houses, lumber yards, and warehouses, will hold its annual convention at the Great Northern Hotel, March 15-17.

These companies do \$1,000,000,000 worth of grain business or more every year and handle more than \$140,000,000 worth of farm supplies, lumber, coal, flour, feed, fertilizer and building material.

Herman W. Danforth, president of the Federal Land Bank of St. Louis, is president.

Steps are to be taken to reorganize the Association and to hold an annual meeting at which it is expected more than 3,000 delegates will attend.

ILLINOIS FARMERS G. D. A. AT PEORIA

The Illinois Farmers Grain Dealers Association met at Peoria on February 10-12. President John Miller in his address recommended changes in financial program, which were later adopted. Secretary Farlow reported 493 co-operative companies in Illinois. John Fletcher, vice-president of the Fort Dearborn National Bank of Chicago, made an address on "Signs of the Times," and Hon. Charles Adkins of Springfield gave a stirring talk which contained a warning against co-operative societies getting into the terminal elevator business.

Resolutions were adopted: Urging farmers to build grain storage facilities on the farms; against military training; against the Daylight Saving Law; against the use of the title "Co-operative" by other companies; against co-operative terminal elevators; making joining fee of Association \$25 and dues 50 cents per car shipped or received, payable quarterly.

The following officers were elected: John Miller, Galva, president; Harry Wood, Delavan, first vice-president; Fred Mudge, Peru, second vice-president; W. H. Hindahl, San Jose, treasurer.

CONVENTION CALENDAR

April 1-2.—Western Grain Dealers Association, Hotel Fort Des Moines, Des Moines, Iowa.

May 11-12.—Illinois Grain Dealers Association at the Orlando Hotel, Decatur.

May 18-19.—Oklahoma Grain Dealers Association, Oklahoma City, Okla.

May 26, 27, 28.—Kansas Grain Dealers Association, Wichita, Kan.

June 21.—Wholesale Grass Seed Dealers Association, at Milwaukee.

June 22-24.—American Seed Trade Association, Milwaukee.

July.—Michigan Hay & Grain Association, Battle Creek, Mich.

July 13-15.—National Hay Association, Hotel Sinton, Cincinnati, Ohio.

October.—Grain Dealers National Association at Minneapolis, Minn.

COMPULSORY installation of lightning rods on all elevators or mills hereafter erected in Ontario having a value of more than \$2,000 will be pro-

vided for in a bill to come before the Legislature, Deputy Fire Ranger Geo. F. Lewis announced recently to the Mutual Fire Underwriters' Association at the Carls-Rite, Toronto.

A USEFUL PLANT IN OREGON

We think of Portland, Ore., as a seaport, but it enjoys that distinction by grace of the Columbia River and not because of its proximity to the sea. So when we describe Carlton, Ore., as being 25 miles southwest of Portland, it does not mean that Carlton is somewhere out in the Pacific Ocean. As a matter of fact it is some 30 miles inland from the coast in the beautiful hills of the Coast Range.

In the valleys of those hills are fertile farms and splendid grazing land for stock. The Carlton Elevator & Mill Corporation, therefore, has plenty of grain to handle and its 30,000-bushel elevator is none too large to take care of the business offered.

The buildings of the plant are iron-clad frame structures, planned to take care of wagon load grain in a manner so expeditious and efficient as to afford a striking contrast to the old sack methods of handling which prevailed before this company was organized.

The elevator was designed and built by F. A. Thoms, vice-president and secretary of the company. It is arranged that the farmers' grain, after



PLANT OF CARLTON (ORE.) ELEVATOR AND MILL CORPORATION being unloaded, goes through a cleaner before it is weighed, the screenings being returned to the farmer. It is equipped with a No. 7 Monitor Cleaner; No. 5 Richardson Oat Separator; a scalper and conditioner; one 100-bushel hopper scale; one 6-ton, 22-foot Fairbanks Wagon Scale; platform scales; and feed mill. Three electric motors furnish the power.

The mill building is connected with the elevator by a one-story warehouse, while the office building is separate, shown to the left in the illustration. The plant has already proved a useful and profitable investment.

RUSSIAN EXPORT WHEAT

Reports on the exportable surplus of wheat from eastern Europe must be taken with a grain of salt. Even if the wheat is there, transportation, exchange and national prejudices must all be remedied before grain can actually enter into the export calculations. However, the following dispatch is given for what it is worth:

The British Board of Trade says that all reports agree on the crops of South Russia for 1919. The estimated quantity likely to be available for export is, however, variously stated as follows: Food Department, 20,000,000 poods; Trade and Industry Department, 60,000,000; semi-official sources, 90,000,000. A pood is something like 32 pounds or 62 to the ton. The Food Department is said to be "always careful and understates its stocks"; therefore the quantity that should be available for export is almost certain to be 900,000 to 1,000,000 tons of wheat, which, says the Board of Trade, "generally is the consensus of opinion on the part of independent and practical men."

F. H. HOLT, 2465 Broadway, Indianapolis, Ind., is taking a six months' vacation in Miami, Fla.

March 15, 1920

741

NEWS LETTERS

KANSAS CITY
B. S. BROWN - CORRESPONDENT

NO IMPORTANT change in transportation conditions was reported at Kansas City the past month, the shortage of cars and motive power handicapping grain shippers, millers and nearly every other form of business dependent direct on railroads. The grain preferential order, which was in effect 10 days, instead of bringing relief merely added another complication. Roads were required to return all empty cars to country points at once, which further reduced the supply at terminals. Elevators complained particularly on this point as it practically stopped their own business. Country shippers on the other hand did not report a noticeable increase in cars and receipts were no larger than the recent average. Elevators continued to load out Government wheat at a slow rate, due to the scarcity of cars. Kansas City elevators hold over 10,000,000 bushels of wheat at present most of which is awaiting shipment. It is estimated that with 100 cars a day available it would take until June to fill all present orders and only a small part of that number of cars can be had. The grain corporation has generally been inclined to be lenient with Kansas City elevators in the matter of loading Government wheat and as a consequence there have not been as many complaints over the diversion of cars as at Chicago. Since the roads were returned to private ownership and operation several elevators have reported conditions a little easier.

A canvass of a dozen of the larger grain dealers at Kansas City indicates that sentiment is not strongly in favor of an early resumption of trading in wheat futures. The main argument is that at present there is no important demand for such trade and it would be better to wait until this demand becomes insistent. Regarding the probable course of the markets opinions differ widely. Bearish sentiment is based on the known large supplies of wheat and the prospects of a liberal carry-over, while bullish sentiment is inclined to heed the probability of a short acreage and crop next year.

The Hippie Grain Company has opened a branch office at Wichita, Kan., under the general charge of J. W. Gerhardt.

The movement of wheat to Kansas City continued liberal in February and was far in excess of the arrivals at any other winter market. Total receipts amounted to 4,213,350 bushels, a decrease of 2,500,000 bushels from the preceding month, but nearly 3,000,000 bushels more than a year ago and nearly twice the average February movement. Receipts of corn in February, 1,723,750 bushels, were about 500,000 bushels larger than in January or a year ago, and about 40 per cent less than the average. Oats receipts were fairly liberal, 1,033,600 bushels, nearly twice as much as in January and almost 50 per cent larger than the average.

With the exception of an occasional demand for small amounts of low grade red wheat for English account at Gulf ports, there has been no export trade in wheat at Kansas City the past month. A representative of the Wheat Export Company was in Kansas City several times and it was reported that substantial amounts could have been placed if buyers' and sellers' ideas of prices had been more in line. One firm with a New York office reported a fairly good demand for oats and rye, the latter for French account.

Total deliveries on February contracts at Kansas City were 193,000 bushels of corn.

A car of choice red rust-proof oats from Texas, suitable for seed, recently sold at \$1.05 a bushel, the highest price ever posted at the Kansas City Board of Trade. The S. H. Miller Grain Company sold the car to the Moffatt Grain Company. Other samples were on the market around the first of the month, for which as much as \$1.25 was asked. Demand for seed oats has been unusually good this season and will increase during the present month.

Directors of the Kansas City Board of Trade recently decided to organize a transportation bureau which would look after the interests of grain shippers exclusively. Numerous applications for the pos-

sition of transportation commissioner have been received, but no one has yet been appointed. Such a bureau has been talked of for several years. The resignation of R. G. Sangster, transportation commissioner of the Chamber of Commerce a month ago, prompted the Board of Trade to take independent action. The expense of maintaining a transportation bureau is expected to be large, but it is thought that the constantly increasing movement of grain through Kansas City justifies the expenditure. Transportation bureaus everywhere pay well on the investment.

C. P. Cummings, with Goffe & Carkener, and F. M. Crosby of the Washburn-Crosby Company, Minneapolis, were recently elected members of the Kansas City Board of Trade. The latter was a transfer by certificate from John Washburn, deceased, and the former a direct purchase from the Exchange for \$15,000.

Fred C. Vincent, president of the Kansas City Board of Trade, returned March 3 from a two weeks' trip through the East. Sentiment as regards food and grain prices, he said, was generally bearish, with liberal supplies the main depressing factor. In particular, he stated, stocks of flour at Atlantic ports are large, absence of buyers and shipping facilities preventing a free movement to Europe. In addition there are liberal amounts of food at many European ports, sent on consignment as much as a year ago, which is cheaper than American goods at present exchange rates.

There was only a moderate increase in trade in corn futures at Kansas City when the Exchange, acting in harmony with Chicago and St. Louis, removed the 200,000-bushel limit in individual accounts. The rule had been in effect since May 20, 1919, and was for the purpose of preventing conspicuous speculative operations. Trade is expected to increase in volume in the near future. There are no restrictions now in the corn market, except a Government rule limiting trade in current months to holders of Food Administration licenses.

James N. Russell, president of the Russell Grain Company, represented the Kansas City Board of Trade at the meeting of grain exchange officials called by the president of the Chicago Exchange February 25. It was decided, Mr. Russell said, to maintain, through the Grain Dealers National Association, an information bureau in Washington for the purpose of keeping the grain trade informed of bills and proposed bills of interest to the different Exchanges. The Gronna Bill was cited as the need for such a bureau. All representatives at the conference favored the plan. Following the meeting there was informal discussion of a resumption of wheat future trading. The opinion was expressed that at the expiration of Government control, the exchanges ought to supervise trading carefully for a while. Otherwise there may be more Congressional investigations.

In an effort to save a large amount of grain, estimated at 250 cars of wheat and 500 cars of corn, a committee from Logan, Kan., was in Kansas City the latter part of February to confer with grain dealers, bankers, railroad officials and the Grain Corporation. Much of the grain, they said, was on the ground and was in danger of rotting unless moved at once. About 50 cars were sent out the following day by the Missouri Pacific Railroad.

President Fred C. Vincent and Guy A. Moore, of the Board of Trade, attended the hearing of the Senate Agricultural Committee in regard to the Gronna Bill. With representatives of other grain interests they opposed the proposed law. The Gronna Bill was given much publicity in the Southwest despite the fact that nearly everyone considered it certain of defeat as it was such a conspicuous violation of a National pledge.

The outlook for winter wheat in the Southwest is uniformly described as unfavorable. The weekly Kansas crop bulletins have been pessimistic for over a month and Kansas City grain firms have had numerous reports from a large part of Kansas, Missouri and Nebraska the past week, few of which are hopeful, despite the fact that the outturn of a wheat crop cannot be forecast at this time of the season. Winter wheat plowing and sowing were late in most sections on account of the prolonged dry weather last fall and with continued absence of moisture and snow covering during most of the winter growth has been slow and unsatisfactory. The plant is generally described as weak, though probably capable of normal development with reasonable weather. In a few parts of Kansas enough fields have been abandoned

and plowed up to attract attention. The acreage, as is known, is substantially smaller than a year ago. The amount of volunteer wheat in Kansas is considerable. Hessian flies appear more numerous than for several years. Moderate rain or snow fell over most of the Southwest the first of the month and is expected to result in important relief. Grain men freely predict that unless weather conditions are highly favorable in the next month a record-breaking crop scare will develop.

PHILADELPHIA

GEORGE G. GOODFELLOW, Correspondent

ACCORDING to the report of the statistician of the Commercial Exchange, stocks of grain in Philadelphia public warehouses on March 1 were 313,209 bushels of wheat, 188,804 corn and 230,069 oats, compared with 395,134 bushels of wheat, 158,702 corn and 208,009 oats on February 2. Exports from Philadelphia during February were 576,756 bushels of wheat and 231,438 corn. Total receipts for the month were 556,271 bushels wheat, 342,841 corn and 275,950 oats.

H. D. Irwin, second vice-president of the United States Grain Corporation, announced last week that in view of the end of federal railroad control, the agreement with the administration whereby the Grain Corporation undertook to issue all permits for the shipments of grain to the seaboard is canceled and the Corporation has abandoned all connection with export grain permits.

Philadelphia County leads in the ten-year average for wheat per acre for all counties of Pennsylvania, according to a statement recently issued by the state Department of Agriculture. The yield for that period averages 23.3 bushels. Philadelphia also leads in the ten-year average for rye, with 21.6 bushels. Lancaster County leads in corn with 53.6 bushels; Delaware in oats, with 42.5 bushels, while Berks and Schuylkill counties divide honors on buckwheat, with 23 bushels.

The grain elevator of Sitley & Son, Inc., at Chelten avenue and the West Jersey Railroad, Camden, N. J., was almost completely destroyed by fire several weeks ago. The loss is estimated at about \$150,000. The elevator, which was 40 feet square by 60 feet high, was nearly filled with grain and millfeed. Starting at night, the fire quickly spread to an adjoining office building and warehouse. Several days after the fire Sitley & Son announced they would immediately resume business in the buildings of a former brewery on the property adjoining the grain elevator.

All elevators and grain dealers in Zone No. 9 were notified on February 24 by H. D. Irwin, of the Grain Corporation, that future weekly grain reports need not include items on rye, corn, barley or oats. Reports on wheat only will be required, and licensees handling nothing but coarse grains are requested to notify Mr. Irwin's office in order that records may be altered accordingly.

Hubert J. Horan, chairman of the flour committee of the Commercial Exchange, and William B. Stites, of the board of directors, represented the Exchange at the public hearing on the Gronna bill last month at Washington. Formal protest was unanimously made against the abolition of the Grain Corporation.

For the purpose of co-operating with the municipal, state or federal governments in regard to the improvement in every way possible of the port facilities of Philadelphia, C. Herbert Bell, president of the Commercial Exchange, has appointed a new committee consisting of the following: Hubert J. Horan, chairman; George M. Richardson, William M. Richardson, James L. King, M. F. Baringer, George G. Omerly, Arthur C. Harvey, Robert Morris, Walter F. Hagar, Walter T. Roach and S. L. Burgess.

John B. Matthaei, traffic manager for the Commercial Exchange, announced on March 1 that elevator charges on export grain at Philadelphia and other North Atlantic ports from Portland, Me., to Newport News, Va., were to be one cent per bushel. "There will be no change," said the announcement, "in the time allowance as now made, or in the storage charges after expiration of free time at the several points mentioned. Insurance while the grain is in the elevator will be in addition to the elevator and storage charges."

Since the return of the railroads to private management on March 1, many of the freight-carrying roads not having direct connection to Philadelphia are planning to reopen district offices. Four of them have already opened: D. L. & W., in charge of J. C. Dawson; Pere Marquette, in charge of Fred R. Yeal-

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

land, former agent here; C. M. & St. P., in charge of George J. Lincoln, former agent; Santa Fe, in charge of R. C. Smith, general agent.

* * *

John B. Matthaci, traffic manager and chief of the car inspecting bureau of the Commercial Exchange, was elected one of the three new directors of that organization to serve three years.

* * *

The Commercial Exchange Board of Directors have passed a unanimous resolution urging Congress to pass legislation to enable the Grain Corporation or some other suitable agency to extend credit to the countries of Europe, where thousands are suffering and dying from starvation.

* * *

Cars unloaded at the Port Richmond Elevator during February were: Wheat, 225; rye, 128; corn, 56. At the Twentieth Street Elevator: Oats, 50; corn, 4; peas, 1; barley, 1; kafir corn, 2; buckwheat, 1. At Girard Point Elevator: Wheat, 109; corn, 126; rye, 124.

CINCINNATI
CLYDE LEVI CORRESPONDENT

DEVELOPMENTS in connection with the consideration of the Gronna bill, together with the indefinite railroad labor situation were leading factors that led to an unsettled and irregular wheat market during the past month. Buyers have been more cautious and purchases were made only for absolute needs. Spot offerings of good No. 2 and No. 3 brought some inquiries and prices were slightly higher, but all grades below these two were almost unsalable. Smutty grain was dull and neglected at 15 to 35 cents discount.

Local cash corn gained strength under the sharp rally of futures and a good portion of last month's losses were recovered. The demand showed renewed activity and fair buying resulted both for shipping and local accounts. Ear corn improved likewise and sold for about 5 cents more than last month.

Oats weakened early in the month and prices were lower, but firmer conditions later resulted in gains. Hay receipts at the plugging yards were comparatively liberal and showed an increase in country loadings. Quotations with but few exceptions remained unchanged.

With the return of the railroads to private ownership members of the Cincinnati Grain and Hay Exchange look toward the future with encouraging results in the car supply, which will enable them to obtain better shipments.

* * *

Ralph H. Brown, who for the past three years has been located in Washington with the United States Department of Agriculture Bureau of Markets, has returned to Cincinnati and will resume his position on the trading floor of the Cincinnati Grain and Hay Exchange.

* * *

The National Hay Association Annual Convention, which will be held here in July, comes to Cincinnati as a direct result of the Grain and Hay Exchange's position as the leading hay market and its reputation for square dealing with country shippers. D. J. Seuh, Executive Secretary, was informed by J. Vining Taylor, secretary of the National Hay Association.

* * *

Lyman Perin, president of the Grain and Hay Exchange, who has been ill for several weeks, is reported to be improving and is expected to be at the Change within a short time.

* * *

The C. A. Powers Grain Company of Genoa, Ohio, with a capital of \$20,000 has been incorporated by C. A. Powers, N. J. Wood, J. C. Bowman, G. F. Bowman and H. P. Bowman, all of that city.

* * *

Directors of the Cincinnati Hay and Grain Exchange decided last month at a meeting to remain at least two more years in their present headquarters in the Gwynne building, thus ending the possibility of returning to the Chamber of Commerce. They also adopted a resolution urging the United States Grain Corporation to sell on credit 10,000,000 barrels of America's surplus flour to the starving people of Austria, Poland, Armenia and Czechoslovakia.

* * *

Invitations have been extended to all railroad agents in Cincinnati and Terminal Manager John Morris by the Cincinnati Grain and Hay Exchange to become associate members of the exchange since the roads have been returned to private ownership. The following letter has been sent to Mr. Morris and all general agents:

"The Cincinnati Grain and Hay Exchange, appreciating the assistance rendered by the carriers in making the Cincinnati grain and hay market the best in the country, desires to extend an invitation to you and your representatives to enjoy the privilege of at-

tending our sessions regularly. It has always been our custom and practice to welcome to this Exchange the carriers' representatives, and we wish to assure you of a hearty welcome whenever you may have the occasion to visit us."

* * *

Joseph F. Costello and W. R. McQuillan of Cincinnati, brokers on the Grain and Hay Exchange, left last month for a month's stay at Mt. Clemens, Mich., where they will take treatment for rheumatism, from which they have been suffering for several weeks.

LOUISVILLE
A. W. WILLIAMS - CORRESPONDENT

THE past month has been comparatively quiet with the Louisville grain trade, although things are brightening up somewhat, and as a result of a more adequate car supply indications are that business as a whole will be better for the next few weeks. There are numerous traffic men, however, who are of the opinion that there will not be much improvement in car supply for some time to come, due to steady increase in industrial and general business lines, and actual reduction in ear supply due to the fact that old cars are not replaced promptly, and more cars are in the shops for repairs than is warranted, through negligence in keeping them in repair, and keeping repairs up. It is claimed that car supply can't show much improvement until such a time as railroads build ears and motive equipment equal to increased demand, which some traffic experts and railroad men claim is in the neighborhood of 600,000 cars.

* * *

Demand for corn and oats has shown improvement during the month, and offerings are now liberal, with receipts fair and demand good. Milling corn is moving nicely as a whole, although corn mills are not as busy as they were earlier in the year. Just a short time back mills were operating 18 hours a day, and now are operating nine hours on three days a week locally.

The demand for seed oats is picking up steadily, with indications of heavy plantings this season, due to farmers getting away from wheat and some other crops. Rye demand is picking up somewhat, but most of the rye planted in this section is for fertilization purposes.

* * *

During January and February and even into early March, Kentucky had a long period of alternate freezes and thaws, with very little snow protection, which has resulted in serious damage to an already small as well as damaged crop. Present indications are for the smallest wheat production known in many years in Kentucky and southern Indiana, as the acreage was cut in the first place due to unsatisfactory yields and markets, and due to bad weather at fall planting season. Many crops will not be worth harvesting from present reports.

Weather conditions have been so bad this spring that there has been virtually no spring plowing accomplished, and actual delivery of seed stocks of all kinds to the consumer have been ridiculously small, as the average farmer will not buy wheat, corn, oats, rye, or field seed stocks until he is actually ready to plant. Less ground has been broken in Kentucky this winter than for several past seasons.

* * *

The wheat market is in better shape with No. 2 soft red winter wheat quoted at \$2.62 to \$2.63 a bushel, Louisville, which is quite an improvement over this time last month when wheat slumped badly. However, flour millers report that although the Government has started buying again, and stocks in the South are not heavy as a whole, orders are coming in slowly. Mills are managing to run full on small lots of new business and old contracts, which means that available supplies of feed are well up. There is a really fine demand for all mill feeds, while manufactured feeds are moving freely.

* * *

Neville W. DuVall, Jr., former licensed grain inspector for the Louisville Board of Trade, has been made chief grain inspector for the Cincinnati Chamber of Commerce, according to announcement made in Louisville on March 7.

* * *

The Lyndon Coal & Supply Company, Lyndon, Ky., near Louisville, has been incorporated by P. M. Brown, Adolph Vogel and others, to handle feed, grain, coal, etc., doing a community business.

* * *

Louisville grain and feed men have asked the Experimental Station of the Agricultural Department, Lexington, Ky., to lower standards of fiber and protein content in bran, shorts and other wheat feeds, following a meeting at the Board of Trade, at which it was said that dealers can't obtain feed much longer if the present standard is to prevail. This standard was fixed under the laws of Kentucky by the Ex-

perimental Station on January 1, and is too strongly in favor of the livestock man, and makes it especially hard in view of the fact that other states haven't such standards. Thomas Cooper and J. D. Turner, representatives of the Experimental Station, took the matter under advisement.

* * *

The Interstate Commerce Commission recently repealed an order increasing the rate on grain shipments from Henderson, Ky., to Eastern markets, following protest through the Henderson Chamber of Commerce, which showed that the advance would place Henderson at a disadvantage of two cents a 100 over her sister city of Evansville, Ind.

* * *

Additional motors are being installed in the plant of the Kentucky Public Elevator Company, and also the Ballard & Ballard Company. The latter concern has enlarged its plant so materially, that it is now buying considerable current, not being able to make all of its own juice, as conditions are such that it can't enlarge the old power plant. This has meant changing from direct to alternating current in several departments.

* * *

All members of the Kentucky High Cost Commission, with the exception of Alfred Brandeis, local grain dealer and enforcement officer of the Grain Corporation, and one other member of the local division, quit their posts in late February over a disagreement with the Department of Justice, but the wrangle was patched up and the Commission is again operating.

* * *

What it means to have clean business men in politics has been graphically shown at Frankfort during the present term of the State Legislature. S. Thruston Ballard, of the Ballard & Ballard Company, Louisville, as Lieutenant Governor of Kentucky, has been dominating things, and has been working hard for better conditions in the state, including necessary taxation for schools, roads, and other necessities. He has made an unusually fine record, and won the admiration and respect of political opponents as well as the public generally through his fearlessness when it comes to doing the right thing. Mr. Ballard has made a reputation that may carry him into the Governor's chair or to Washington if he desires to continue in politics after he has accomplished what he started out to do, which was principally to improve conditions in his native state.

MILWAUKEE
C. O. SKINROOD - CORRESPONDENT

GRAIN receipts at Milwaukee are fair; larger a little than the small trade of last year, but small compared with two years ago. For the first week of March arrivals were 76 cars of barley, 322 cars of corn, 164 cars of oats, 48 cars of wheat, 38 cars of rye and a car of flax. This makes an aggregate of 649 cars as compared with 737 cars for the previous week and 554 cars a year ago. Two years ago, however, the offerings of grain were no less than 1,143 ears for the corresponding week. This, however, was due in part to the large crops that year. The importance of Milwaukee as a corn market is reflected in the receipts for the first week in March. With 322 cars of corn, this was practically half of all the grain offered for the week. Oats arrivals, which ranged next to corn, were just about half the total number of cars of corn.

* * *

Reports at the Chamber of Commerce are to the effect that car supply is already showing some signs of improvement under private operation of railroad lines. More courtesy is reported, greater willingness to trace cars and consignments, a willingness to reify errors, and a general improvement in the attitude of the railroad authorities is reported, although private operation has only been in vogue a few days.

* * *

Milwaukee grain men appear to be strong for Herbert Hoover for president. A canvass was made of twenty-five grain men at random and twelve of the twenty-five, within one of a majority, voted first choice for Hoover. Coolidge got four first choice votes and the rest were scattering. Several of the Milwaukee grain men scanned the list eagerly to seek out a wet candidate.

* * *

Milwaukee has been displaced by St. Louis in its importance as a market for oats, St. Louis being just a little ahead of Milwaukee on total oats receipts for this season. This is attributed in some quarters to the better crops in the Southwest last year. Chicago has received more than 55,000,000 bushels of oats on the present crop as compared with more than 19,000,000 bushels for St. Louis and more than 18,000,000 bushels for Milwaukee. Minneapolis is now far down the list with some 12,000,000 odd bushels arrived for the present crop season. The figures last year were much larger all along the line with

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 15, 1920

743

arrivals of 78,000,000 bushels at Chicago, 26,000,000 bushels at Milwaukee and 26,000,000 bushels at Minneapolis, while St. Louis was away down the list at 16,000,000 bushels. These figures show that St. Louis is coming to the front as an oats marketing center, Minneapolis has dropped back, while Milwaukee has been nosed out of its usual second place.

The Chamber of Commerce has displayed considerable interest in the Gronna Bill to take the price guarantee off wheat. President Harry M. Stratton made a trip to Washington in the interests of the hearing on this Bill. The Chamber of Commerce resolution took the stand that it would be extremely unwise to remove this guarantee, thereby virtually endorsing the position taken by Director Barnes of the United States Grain Corporation. The argument as advanced by local grain men is that the farmers were promised this minimum price for their wheat and this promise must be kept right up to the last day in which the guarantee was supposed to hold.

Arbitration to settle business disputes which is now being discussed to some extent in Milwaukee, has been heartily indorsed by Secretary Harry A. Plumb of the Chamber of Commerce. "Arbitration between business men is more satisfactory than trials in court as a general proposition," said Mr. Plumb. "Compulsory arbitration is taken among grain men as a matter of course. It is the accepted method of settling trade disputes. The Chamber of Commerce has a board of five men elected for two-year terms. There is also a court of appeals and their decisions are final. Other exchanges have similar committees and courts and have found them highly satisfactory and efficient. We have also found that many persons not members of our organization have voluntarily submitted their cases to our board. If a system of such boards were established, one for each industry in the city, I think it would assure quicker and cheaper settlement of business disputes. There should be a fee connected with each case to discourage people from trying unimportant cases and thus taking up the time of the members of the board unnecessarily."

C. H. Williamson, head of the Milwaukee office of the United States Grain Corporation, denies that there were any irregularities in the office here. Mr. Williamson says that it was never necessary to go over the books here except for the routine auditing always required in business. No outside accountants were ever brought in, he says, nor were there any complaints about this office at any time. The Grain Corporation has its own auditors, who examine books every three months to see that all accounts are kept in the best of condition.

The Wisconsin state marketing division reports that all kinds of clover and timothy seed are exceedingly scarce and any one in the state having a surplus of such seeds is asked to report the facts to the Madison office at once. The demand for such seeds far exceeds the supply, according to the reports of this marketing division. The market, as reported by the state market bureau, is steady with best red and alsike clover stock worth \$60 per 100. Good timothy seed is priced at about \$15 per 100, according to this authority.

The State Department of Agriculture has sent out a warning to all farmers through Prof. A. L. Stone, head of the department's division of seed and weed control that clover seed being shipped into Wisconsin from some sources has been found to contain as high as 17 per cent of an annual sweet clover seed that dies out the first year after it is sown. The state Department, through its seed division, inspects all seeds sold in the state by wholesale and mail order houses and by the local trade and prosecutes every violation of the Pure Seed Law. The Department states further that where seed is shipped direct to farmers by mail or otherwise, the Department has no chance to inspect it unless asked to do so by the receiver.

Shipping is apparently to be boomed in Milwaukee for the coming season, which is of prime interest to the grain trade at all times. About April 1 work will be started on the construction of a \$750,000 dock and warehouse at Broadway and Racine Street by the Chicago, Racine & Milwaukee boat lines. This announcement is made officially by Edward O. Henderson, general agent of the company. The cost of the new building, the site and all the improvements contemplated brings the value of this shipping project close to \$1,000,000. The purchase of the land required has just been made. This includes 125 feet on Broadway and 440 feet on Erie Street. The building will be four stories and basement with a floor area of about 49,000 square feet on each floor, or a total area of about 245,000 square feet. The building will be of reinforced concrete and will have an unusually complete elevator system. The Chicago, Racine & Milwaukee boat line was started 10 years ago. The new building is in line with the general expansion of the company. A cross-lake service will be started by the company some time this spring.

Milwaukee will have one of the finest harbors in the world, it is believed, when the present plans are completed. The consulting engineer for the Harbor

Commission, H. McL. Harding, has drawn the complete outline and the plans have been accepted by the harbor body. The total project calls for about 14 miles of docks and for a total expenditure of some \$5,000,000. The plan is to build this mammoth harbor in units, expending about \$500,000 a year. The entire lake front south from Wisconsin Street to the harbor entrance will be improved and the inner and outer sides of Jones Island will likewise be improved. Thousands of feet of breakwater will be built to carry out this plan. Piers will be built about 700 feet long and 300 feet wide with slips 250 feet between.

The docks will be of cement and equipped with the most modern machinery for freight handling. Double railroad tracks will be laid along the sides.

Mr. Harding says that the docks will not be an expense for the city if the experience of other cities is a criterion. He asserts that in some places municipal docks pay 7 per cent on the investment by the payments made for the use of them. The grain men of Milwaukee are taking special interest in the new docks, believing that anything that stimulates shipping will help the grain business as well.

NEW YORK CORRESPONDENT

G W. BEAVEN, now manager of the Chicago grain business of J. S. Bache & Co., Wall Street bankers and brokers, came East a few weeks ago to assist in inaugurating the firm's private wire between the New York Produce Exchange and the Chicago Board of Trade. Mr. Beaven, who was prominent and popular on the Exchange for many years, and still retains his membership, received the usual cordial welcome from his many old friends and associates. He stated that while he did not expect any material declines in grain immediately, he believes the time is drawing near when there will be a gradual reduction of high costs in all lines.

F. C. Vincent, one of the head men of the Simonds-Shields-Lonsdale Grain Company of Kansas City, was elected to membership in the New York Produce Exchange early this month and spent several days in the firm's local office, which is managed by Paul H. Vilmar, an old member of the export trade in this city. Mr. Vincent said that there is a lot of corn in country elevators in the surplus corn states, but unfortunately it cannot be shipped out, owing to the scarcity of cars.

Robert F. Straub, for several years the active first lieutenant of H. P. Mulhall, New York, representative of the Armour Grain Company, has severed that connection and gone with the recently organized firm of P. N. Gray & Co., general export merchants and purchasing agents for various European governments. T. C. O'Brien, who took his place with the Armour Grain Company, was formerly manager of the Erie Company which runs the old Erie Elevator of the Armour Grain Company in Jersey City.

Horace Jackson, an old member of the Chicago Board of Trade, was a recent visitor on the Produce Exchange floor and received a hearty welcome from his host of old friends in the grain trade. Mr. Jackson is now dividing his time frequently between Winnipeg and Chicago, having established a good business in Canadian wheat and oats because of their excellent quality.

Charles F. Watt, who became identified with The Wheat Export Company, Inc., during the war, was recently released from that connection and has become associated with the local office of Sanday & Co., grain merchants, which was reorganized by Roger Roughton, who also returned to regular civilian business when the war ended. For a number of years Mr. Watt was active in the grain business here, being at one time associated with Henry Johnstone.

Carl Sommer Larsen, for several years engaged in the grain business on the Produce Exchange, latterly with the Chesapeake Export Company, has severed that connection. He became associated with the old grain firm of Milmine, Bodman & Co., Inc., and left a few weeks ago for a trip to Europe.

Charles Keller, an employee of the New York Produce Exchange for 29 years and assistant statistician since 1905, has resigned that position, effective April 1, and will thereafter act as representative on the Exchange floor for Elbert & Co., Inc., dealers in oil, tallow and stearine. Mr. Keller has a wide acquaintance among members of this line of business, having conducted the Cotton Seed Oil "calls" on the floor for some time. Therefore it is believed that he will meet with gratifying success in his new venture, having the best wishes of Exchange members generally because of his long record as a valued employee. His application for membership will be acted upon at

the next meeting of the Floor Committee. His opportunity to join Elbert & Co. came through the resignation of A. Wanek, secretary of that company, who recently sailed for Europe as representative of another firm.

Edmund N. Giles, who joined the local office of Lamson Bros. & Co. a short time ago, has been elected to membership in the Produce Exchange. Charles Anhalt, for several years active in the local hay and grain trade, now associated with Elmer G. Porter, has been admitted to membership in the Exchange. Wm. H. Meeder, engaged in the stock and grain commission business with the old firm of Maguire & Jenkins, has also been elected to membership. Edward S. Galloway, associated with George Bingham in the recently organized grain firm of Webb & Kenward, Inc., is an applicant for membership.

Leslie F. Gates, president of the Chicago Board of Trade and a member of the firm of Lamson Bros. & Co., commission merchants, was among the recent visitors on the Produce Exchange, having come to New York to attend a conference with the Grain Corporation officials. James A. Patten and Wm. H. Martin, prominent grain operators on the Chicago Board of Trade, were also visitors.

The private wire room of the New York Produce Exchange is destined for further additions before the end of the month. We are privately informed that a wire is being installed for Harris, Winthrop & Co. of New York, Chicago and other markets, brokers in stocks, bonds, grain and cotton. This service will be inaugurated on April 1 under the management of a Produce Exchange member who has been engaged in a similar capacity with other houses for several years.

Members of the Produce Exchange, but especially in the grain and export trades, were exceedingly sorry early this month to hear of the death of the old associate, James Smith, aged 66 years, of Smith & Miller, exporters. Mr. Smith's death was primarily due to intestinal troubles which necessitated a serious operation which he was not strong enough to stand. He was an active church member, being a local preacher of the New York conference of the Methodist Episcopal Church, and was highly esteemed for his integrity and kindly disposition.

CLEVELAND CORRESPONDENT

ON FEBRUARY 12, Charles P. Craig, vice-president-at-large and executive director of the Great Lakes-St. Lawrence Tidewater Association, addressed the members of the Cleveland Chamber of Commerce Committee on River and Harbor improvement, foreign trade managers group, Transportation Committee and Committee on Legislation, at a luncheon in the Library of the Chamber of Commerce. The Great Lakes-St. Lawrence Tidewater Association, a voluntary organization with official and civic support of 14 members states, has for its purpose the connecting of the lake ports with the Atlantic through the St. Lawrence River. Cleveland merchants, business men, engineers and grain dealers have been interested for many years in the project of Cleveland as an ocean port. Mr. Craig showed conclusively that this project was a worthy one and of national importance, giving it as his opinion the improvement could be completed in from three to four years and after investigation is complete that has been conducted the past couple of years, proper action will be taken to insure a start being made on it in the near future.

James Sheets, president, Sheets Elevator Company, has been on the sick list for some time. He is one of the oldest and best known grain dealers here.

Thomas W. Burnham, who for many years has been identified with the Star Elevator Company, which is managed by F. W. Blazy, died at Pasadena, Calif., in the last week of February. The funeral was held at his old residence, 2606 Euclid Avenue, on March 8.

On Washington's Birthday, February 22, the heaviest movement of hay received in this market was experienced, nearly as many cars being inspected that day as during the entire previous week.

Shepard, Clark & Co., who have, for a number of years, maintained offices in the Commercial Bank Building, have recently enlarged their quarters so that they now have an entire suite of rooms on the third floor and are in position to take care of a general brokerage business in grain and hay on a larger scale than at any previous time. Their representative traveling northern Ohio states that with the improvement in the weather that has occurred since

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 1, country roads are opening up and movement of grain and hay from the rural districts will be more free.

The high cost of living has hit old Dobbin. Oats at Cleveland today at retail are from \$1.10 to \$1.15 a bushel. Five years ago they cost from \$.60 to \$.75. Twenty years ago oats could be purchased for \$.25 to \$.35 a bushel and 25 years ago the prices ranged from \$.20 to \$.25. These comparisons are interesting when you stop to consider than 25 years ago there were thousands of more horses in use in the city than there are today. Hay prices are correspondingly higher than they were 25 years ago.

While the movement for the latter part of February and first part of March shows an improvement over the previous month's business, oats and corn prices have shown but a slight fluctuation in the Cleveland market. Mill feed prices have also remained almost stationary; hay movement was light, with an advance of about \$2 per ton the middle of last month, which advance was lost again on March 5, due to heavy movement. Straw remained stationary for the same period, but advanced 50 cents per ton on March 6.

The Transportation Department of The Cleveland Chamber of Commerce states that their recent investigation develops that during the fore part of February all available box cars unloaded in Cleveland were being rushed West for grain loading, regardless of the demand here for box cars for loading manufactured products. The latter part of February this condition eased up considerably and they now state that with an improvement in the weather, the movement of all commodities requiring box cars will be greatly facilitated.

ST. LOUIS
R. O. JOHNSON - CORRESPONDENT

FOLLOWING the activities of Senator Reed, of Missouri, calling for an investigation of the Grain Corporation, the *St. Louis Times* made the belated, but to them, startling discovery that the regional directors and vice-presidents have been paid salaries of \$25,000 a year each, since last April, when, at the request of President Wilson, the Corporation consented to continue its operations. At that time, the officials of the Grain Corporation announced that if they continued to serve, they would expect to be paid a salary commensurate with their duties.

In its article, the *Times* takes occasion to make a scurrilous attack upon the Grain Corporation and its officers. In repeating President Julius Barnes statements before the Senate Committee, the *Times* says:

"Julius H. Barnes, president of the Corporation, and Edwin P. Shattuck of New York, general counsel, are serving without pay. Barnes stated, in response to an inquiry of the Nebraska Senator, that the officials had served without compensation during the war, and that their duties ended last April. He said that the Corporation had made total purchases amounting to \$3,653,000,000, and sales of \$3,540,000,000 since its organization. The cost of maintaining this enterprise, he said, has been less than eight-tenths of 1 per cent. All of the heads of the branches in large cities have given up lucrative private business in order to remain in the Government service, and the salaries are justified by the measure of their duties, Barnes said."

The list of men receiving \$25,000 a year is as follows: George S. Jackson, Baltimore region; H. B. Jackson, Chicago; E. F. Newing, Galveston; F. L. Carey, Minneapolis; D. F. Piazzek, Kansas City; C. B. Fox, New Orleans; Watson S. Moore, New York; Charles T. Neal, Omaha; H. D. Irwin, Philadelphia; M. H. Houser, Portland, Ore.; Bert H. Lang, St. Louis; W. A. Starr, San Francisco; Charles Kennedy, Buffalo, and P. H. Ginder, Duluth. A. W. Frick, New York, secretary of the Corporation, receives \$12,000 a year.

Barnes, however, did not divulge other facts which are generally known, namely, that the Grain Corporation, through a high-handed method, has unlawfully compelled millers to pay large sums of money in order to continue operation under licenses, which it threatened to forfeit or cancel unless such payments were made to the Grain Corporation. It is also alleged that the Grain Corporation discriminates against some millers, and that Section 7 of the Pure Food Law is violated as follows:

"Grain men are allowed to buy inferior wheat of no grade, which they are alleged to clean up in various ways. It is charged that the poor wheat is polished, some good wheat is mixed with it, and then it is sold as Grade No. 2. As a matter of fact, the quality is not improved at all, but the wheat simply has a better appearance, which is deceiving, millers allege."

"Edward M. Flesh, who formerly was president of the C. H. Albers Commission Company in St. Louis,

has been with the Grain Corporation for more than a year. Last January he was called to London by Herbert Hoover, former Food Administrator, to assume charge of the distribution of foodstuffs to European countries. Last October, after Flesh had returned from his duties abroad, he was the guest of the Merchants' Exchange at a dinner at the St. Louis Club. George J. Tansey, attorney for the Enforcement Division of the Food Administration Grain Corporation, at this dinner suggested that Flesh be made a presidential candidate, and mentioned the fact that he had been a dollar-a-year man in the service of the Government during the war. Bert Lang, who is mentioned in Washington dispatches today, attended this banquet. Mention of Flesh for the presidency has progressed no further since this banquet."

Bert H. Lang, when asked about the article, was disinclined to discuss it, but said that he would not continue to serve another year for two or three times the amount of the salary. Prominent members of the Merchants' Exchange were free in their expressions that the Grain Corporation was fortunate in securing Mr. Lang's services at the salary quoted.

Inquiry among local millers developed the fact that there is more reason for complaint on the part of millers about the delays in shipping wheat purchased from the Grain Corporation, than about the quality. Christian Bernet, of the Bernet, Craft & Kauffman Milling Company, a former president of the Merchants' Exchange, said that his company was unable to get wheat ordered from the Grain Corporation four months ago, while reliable private parties would guarantee shipment within 10 days. He said, however, that this was more the fault of the elevator companies and the railroads than of the Grain Corporation.

* * *

Members of the Merchants Exchange were shocked last Tuesday to learn that Harry G. Beck, head of the H. W. Beck Feed & Seed Company, was a suicide, as he was of a cheerful disposition, and was not known to have anything to worry him. He was on the floor of the Exchange Monday, as well as usual, and on Tuesday, a salesman for the Fuller-Woolbridge Commission Company who called at his office to sell him some corn, was told that Mr. Beck had just shot himself. He was 50 years old, and is survived by a wife and six children. He was executor of the estate of his father, the late H. W. Beck, who died a little more than a year ago. Employees of the company could give no reason for his act, but they said that he had been worrying about the difficulty of getting enough help to fill his orders. He was a general favorite on the Exchange, where he was a regular attendant. His father left a fortune, as well as a prosperous business, and Harry's friends are unable to account for his rash act.

* * *

Leslie F. Gates, president of the Chicago Board of Trade was the guest of honor at the dinner of the St. Louis Grain Club, at the Planters Hotel, Monday evening, March 8, and made a highly eulogistic talk on Herbert Hoover. He also spoke of the coming resumption of trading in wheat, but advised caution, and advised the exchanges to wait until there is a demand from the farmers, and from the public before resuming speculative trading in wheat, as in the absence of definite knowledge in regard to stocks and conditions in regard to the demand and supplies, the fluctuations may be so wild as to invite harmful legislation.

Mr. Gates was introduced by Charles L. Niemeier, president of the Merchants' Exchange. Talks were made also by Marshall Hall and John L. Messmore. There were 125 present at the six course dinner, which was followed by the regular meeting of the Grain Club. The meeting was to have been held in February, but was postponed until the later date.

Mr. Gates said: "Herbert Hoover is head and shoulders above all the other men who have been mentioned for the Presidency, on either the Democratic or the Republican tickets." This statement was greeted with applause by the diners.

"There is a belief in some circles," Gates continued, "that the United States has lost some of the respect accorded this country in Europe previous to the signing of the armistice. Hoover best knows how to remedy that situation. His experience in Europe during the war would be of great benefit to him as President of the United States and of great benefit to the United States as well."

He said that a new era of prosperity awaited the St. Louis grain trade, through an alliance with New Orleans in the matter of water transportation, since the establishment of the Federal Barge Line.

* * *

Charles Spilker, who for seven years has been with the *St. Louis Daily Market Reporter*, and made a record for efficiency as reporter of the cash grain markets, has resigned to accept a position with the Certainteed Products Company. His successor, Joe Waddock, should be able to hold the position, as he is a son of the president of the company.

* * *

Berton Forester, St. Louis representative for J. S. Bache & Co., has the distinction of operating the first private wire office on the trading floor of the Merchants Exchange. He had contracted for one of the new booths which were authorized by the Board of Directors of the Exchange, but his business grew so

Thirty-Eighth Year

rapidly that he could not wait for his booth to be erected, so he arranged for a temporary wire just back of the speaker's rostrum, where he installed his telegraph operator, and is filling orders, until his booth is ready. Other firms who have contracted for booths on the floor are Jackson Bros. & Co., Samuel Mincer, Farnum Winter Co., J. Rosenbaum Grain Company and the Armour Grain Company. The fronts of the new booths will be an architectural design, in accordance with that of the rostrum, so that the booths will add considerably to the appearance of the "Grand Hall."

* * *

Owing to the urgent demand for "Private wire" offices in the Merchants' Exchange, the Board of Directors has authorized the erection of eight booths for this purpose on the trading floor of the Exchange, which will be completed as soon as possible. Six of these booths already have been rented by firms operating on the floor.

* * *

General Agent Higgins, of the Mississippi-Warrior Waterways has notified the members of the Merchants' Exchange that "The ocean rate on flour of 80 cents per 100 pounds, from New Orleans to the United Kingdom points, previously made by British lines, has now been made effective by the Shipping Board. This should stimulate the movement from the St. Louis District.

TOLEDO
H. F. WENDT CORRESPONDENT

THE Fifth Annual Convention of the Farmers' Grain Dealers Association of Ohio held here February 24 and 25 was well attended, with over 300 managers and directors in attendance. Results of what was probably the most important meeting of that body ever held might be listed as follows:

Plans for the promotion of the co-operative marketing of grains and other farm products were discussed, as were plans for a co-operative warehouse for Ohio to be operated by the farmers.

Members considered measures for a mutual fire insurance company to embrace co-operative elevators and other property in Ohio, Indiana, Illinois and Michigan.

Prior to a dinner these officers were elected: President, R. E. Groninger, Grand Rapids, Ohio; first vice-president, L. D. Lloyd, Waterville; second vice-president, C. F. Smith, Fostoria; secretary-treasurer, C. S. Latchaw, Defiance. Directors, C. W. Palmer, Jewell; H. M. Eisaman, Deshler; Ira Price, St. Johns; L. I. Winch, McClure; F. J. Dauer, Haskins; J. W. Louden, Liberty Center; H. P. Miller, D. Sundery, Guy P. Marvin, Findlay, and Ferrah Murphy, Condit.

Legislative problems confronting farmers were discussed by Clifford Thorne, Chicago. V. H. Davis, chief of the Bureau of Markets of the Ohio Board of Agriculture, pointed out the advantages of co-operation in the marketing of products.

The Association members had as a guest at a dinner in the LaSalle & Koch's auditorium Dr. J. W. T. Duval. He explained the work of the Grain Corporation and stated his belief that the farmers will regret its passing out of existence on June 1.

A number of entertainments were staged for the benefit of the visiting delegates. The membership attended a performance at the Empire Theatre in a body, as guests of the Toledo Produce Exchange. A banquet was also tendered them by the Exchange and several of the firms on the Exchange entertained members of the Association at dinners at the Hotel Toledo Club and elsewhere.

John Luseombe was chairman of the Entertainment Committee. The other members were: Paul Barnes, Clarence Schaaf, Joe Doering, George Forrester, George Woodman, Carl Bryant, Joe Streicher, Bert Boardman, L. J. Schuster, J. D. Hurlbut, Frank Moorman, Lester Howard, Bill Cummings, George Ruud, George Kreaglow, John Husted, Fred Wickenhiser, Wallace Applegate and Bob Burge.

* * *

According to many delegates to the Farmers' Grain Dealers' Convention, crops in northwestern Ohio may undergo curtailment as a result of high prices for farm labor and inability to obtain sufficient help.

* * *

The Toledo Produce Exchange was closed Monday, February 23, in observance of Washington's birthday.

* * *

Kenton D. Keilholtz of Southworth & Co. is spending a month in California, away from the rigors of this climate.

* * *

Monor Walton of Chatterton & Son has made application for membership to the Toledo Produce Exchange.

* * *

William W. Cummings of J. F. Zahm & Co. and Del. Noyes of the Randolph Grain Drier Company, attended a meeting of the Indiana Co-operative Grain Dealers Association at La Fayette, Ind.

THE AMERICAN ELEVATOR AND GRAIN TRADE

DULUTH

S. J. SCHULTE - CORRESPONDENT

WITH the prospect of a great expansion in the movement of grain to the Duluth market as a result of recent decisions of the Interstate Commerce Commission, adjusting freight rates from South Dakota, Iowa and Nebraska points to this market, two elevator proposals at the Head of the Lakes that have been deferred for three and four years may be proceeded with during the coming season, according to current reports. It is predicted in some quarters that the elevator storage facilities on this market will have been increased to 40,000,000 bushels within the next two years.

Some of the grain houses on the Duluth market have already opened up correspondence with Nebraska and Iowa interior elevators interests in regard to routing grain this way that, up to the present, had been marketed through other channels. It is hoped, through the development of a grain run from the Middle West, to make Duluth a year-round market, eliminating the dull period between the time when the winter's accumulation has been moved out from the elevators in May to the time the spring wheat movement begins in September. During that period trade on this market has always been of a straggling nature and dealers have simply marked time waiting for the new wheat season. It is thought that under the new lineup of freight rates, considerable oats from Omaha territory should find an outlet here.

H. J. LaBree of the Becher-LaBree Company has removed to Minneapolis where he will act for Lamson Bros. & Co. on the Minneapolis Chamber of Commerce. It has been announced that no change will be made in the firm as a result of Mr. LaBree's change. The Becher-LaBree Company's Duluth business will be in charge of Frank W. Falk.

As illustrating the slow period grain houses on the Duluth market have experienced during the last several months, it may be mentioned that receipts of grain at the elevators here during this crop year from August 1 last up till the present have only aggregated 24,750,000 bushels, as compared with 108,420,000 bushels during the same period last year. Receipts of wheat have amounted to 10,710,000 bushels against 87,872,000 bushels last year; oats to 479,000 bushels against 2,258,000 bushels; barley to 1,845,000 bushels against 4,216,000 bushels; rye to 10,528,000 bushels against 10,449,000 bushels, and flax to 1,160,000 bushels against 3,609,000 bushels a year ago.

The blame for the small run of wheat to this market during the present season is attributed mainly to the light crop harvested last fall and the absorption of the bulk of it by Minneapolis millers at heavy premiums over the Government's fixed price. Operators of elevators here with connections over the territory, though, have information to the effect that interior houses at many points have been so filled up for months that they have been unable to take any more grain from farmers in their districts. That tieup has come about through the acute shortage of cars on the railroads and the consequent inability of the roads to furnish equipment to take care of the needs of their territories. The railroads of the Northwest are now making strenuous efforts to obtain the return of their cars held in the East. From the present outlook operators here are looking forward to a loosening up in the railroad congestion and a better run of grain this way between now and the opening of the new lake navigation season.

J. P. O'Shaughnessy for the last two years assistant registrar of the Registration Department of the Duluth Board of Trade, has accepted a position as assistant traveling freight and passenger agent with the Omaha Railroad. Mr. O'Shaughnessy's place in the Board of Trade secretary's office will be taken by M. G. Wisted, who has for some time been a trading floor man with the Van Dusen-Harrington Company here.

Duluth operators are endeavoring to arrange for supplies of flaxseed and other grain seeds to be furnished to farmers in the drought-stricken areas of Montana and western North Dakota last season. Specialists are figuring that high prices will have to be paid for good flaxseed this spring for resale to growers, owing to the small stocks in hand. It is assumed that arrangements must be made to bring in seed from the Canadian Northwest and predictions are being made in some quarters that flax for seedling will sell as high as \$6 a bushel.

Small operators on the Duluth Board of Trade are being crowded out through the enforcement of a new rule under which the credits and volume of trades an operator may carry is in proportion to his capital and other assets. That makes it impossible for any

operator to trade on a shoestring, and is designed to maintain the business standing of members of the Board here at a high level. However, new firms endeavoring to work up business with limited capital behind them are hard hit by the revised rule, as the limits given them by the Board of Directors are apt to be so low as to debar them from making any money when loaded down with heavy operating expenses.

Few changes in memberships were reported on the Duluth Board of Trade during the last month. In the list were included the following transfers: The membership of R. G. Bagley to A. C. Andrews of Minneapolis; N. J. Olsen to N. B. Olsen of Minneapolis, and Frank W. Falk to W. L. Grandy of Duluth. Mr. Grandy will be connected with the office of Stephen H. Jones.

W. H. Kilchli, an old operator on this market, has arranged to take up a large tract of land in Montana and to place it all in flaxseed this spring. An effort will be made by him to make a killing through raising two crops of seed by starting in early in the spring. Several Duluth grain men have become interested with Mr. Kilchli in the project.

B. E. Baker is in harness again in the Duluth market after a two years' absence at Freeport, Ia., where he was engaged in looking after the development of an oil proposition in which he and several other grain men here are interested. Three good producing wells were brought in and the members of the syndicate are now counting on pulling down substantial dividends.

Rye has been the trading feature on this market for some time back, a substantial number of trades being put through in it each day. The spot quotation in No. 2 rye has advanced 11 cents to \$1.69 during the last four weeks. An interesting development was the putting through of sales of rye aggregating more than 1,500,000 bushels for export. With transactions reported previously it is estimated that the great bulk of the 6,735,000 bushels of rye held in the elevators here has been already disposed of, and that it will be moved out shortly after the opening of the navigation season. Only 1,616,000 bushels of wheat is held in the elevators here at present, as compared with stocks aggregating 25,861,000 bushels a year ago. Of this year's total just 208,000 bushels is spring wheat, the balance being durum.

Dealers specializing in feeds have been doing a good district trade all through this season and they are looking forward to steady development in that line owing to expansion in dairying operations and the taking up of cutover lands in northern Minnesota and northern Wisconsin by interests for sheep feeding on a large scale. R. M. White of the White Grain Company asserted that the present season has been the best in the experience of his house in supplying that trade. He said that he is looking forward to a material expansion in shipments of coarse grains from this market to the East during the coming season.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for February:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus...	516,236	.....	463,500	.....
Corn, bus...	439,836	.....	154,220	.....
Oats, bus...	445,310	.....	194,300	.....
Barley, bus...	1,188	.....	.....	.....
Rye, bus...	2,434,332	.....	1,722,890	.....
Hay, tons...	1,658	.....	.....	.....
Flour, bbls...	119,970	.....	100,382	.....

CHICAGO—Reported by John R. Mauff, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus...	2,231,000	2,812,000	3,141,000	627,000
Corn, bus...	7,759,000	3,714,000	2,715,000	1,964,000
Oats, bus...	6,841,000	4,346,000	3,645,000	3,493,000
Barley, bus...	968,000	2,052,000	370,000	1,359,000
Rye, bus...	710,000	1,181,000	605,000	11,000
Timothy Seed, lbs.	3,381,000	2,234,000	3,736,000	3,178,000
Clover Seed, lbs.	2,557,000	1,002,000	1,619,000	1,139,000
Other Grass Seed, lbs...	3,262,000	1,184,000	1,963,000	1,179,000
Flax Seed, bus...	100,000	76,000	24,000	1,000
Broom Corn, lbs...	1,011,000	1,208,000	1,574,000	790,000
Hay, tons...	26,840	19,082	4,781	2,974
Flour, bbls...	1,007,000	390,000	734,000	199,000

CINCINNATI—Reported by Geo. F. Munson, chief inspector of the Grain and Hay Exchange (shipments do not include those from tracks):

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus...	255,600	98,000	176,400	124,800
Corn, bus...	289,200	183,600	200,000	163,200
Oats, bus...	426,000	258,000	222,000	254,000
Barley, bus...	5,200	62,400	.....	.....
Rye, bus...	2,400	13,200	3,600	14,400
Ear Corn, bus...	99,200	38,400	.....	.....
Feed, tons...	2,700	2,040	.....	.....
Hay, tons...	9,548	9,911	.....	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus...	230,515	936,282	431,579	472
Corn, bus...	1,169	.....	.....	.....
Oats, bus...	21,843	16,420	91,494	34,642
Barley, bus...	39,287	22,293	900	27,705
Rye, bus...	1,204,206	369,689	.....	.....
Flax Seed, bus...	101,761	79,916	50,791	93,083
Flour, bbls:				
Receipts and Produced ..	69,150	17,830	57,240	40,735

GALVESTON—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus...	616,085	859,833
Barley bus...	132,583	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus..	4,213,350	1,291,550	3,821,850	3,875,850
Corn, bus...	1,723,750	1,422,500	646,250	1,292,500
Oats, bus...	1,033,600	1,353,500	712,500	1,069,500
Barley, bus...	157,500	378,000	84,500	213,200
Rye, bus...	67,100	30,800	107,800	20,900
Kaflir and Milo, lbs...	721,600	152,900	285,000	60,000
Bran, tons...	3,760	1,460	11,300	10,840
Hay, tons...	73,008	45,624	48,108	21,948</td




ELEVATOR AND GRAIN NEWS

ILLINOIS

The Iowa Elevator Company of Peoria, Ill., has been dissolved.

The elevator of J. H. Carlin at Utica, Ill., has been purchased by C. J. Williams.

Sells & Rice have sold out at Ellis, Ill., to the new Farmers Elevator Company. J. Sells is manager.

The F. M. Robertson Grain Company succeeds the Robertson & Conover Grain Company at Walker, Ill.

A reinforced concrete elevator is to be erected at Flanagan, Ill., for the Farmers Grain & Coal Company.

An elevator and creamery is to be built at Dana, Ill., for the farmers and business men of that vicinity.

Capitalized at \$40,000, the Farmers Co-operative Elevator Company has been incorporated at Rockford, Ill.

The farmers have organized a company at Benson, Ill., and purchased the two elevators of S. M. Evey.

The Cerro Gordo Grain & Coal Company of Cerro Gordo, Ill., has been reorganized into a co-operative company.

The contract has been let by J. J. Guild & Son of Geneseo, Ill., for the erection of a 25,000-bushel elevator there.

Facilities for handling its grain business at Weldon, Ill., have been improved by the Weldon Grain Company.

R. L. Coomber's elevator at Stockton, Ill., has been purchased by the recently organized Farmers Co-operative Association.

The Farmers Co-operative Company succeeds the Farmers Co-operative Elevator Company at Fiatt, Ill. W. Barclay is manager.

The elevator of the Spires Elevator Company of Spires (Minonk p. o.), Ill., has been remodeled and equipped with new bins.

The Stumbaugh Elevator at Alexis, Ill., will probably be purchased and operated by the Farmers Equity Association of Galesburg, Ill.

A 25,000-bushel concrete elevator will be erected at Hoopeston, Ill., for the Farmers Lumber, Grain & Coal Company. H. C. Furley is manager.

The DeWitt County Co-operative Grain Company has been organized at Clinton, Ill., and will establish elevators at shipping points in the county.

Capitalized at \$30,000, the Farmers Co-operative Grain Company has been incorporated at Summerfield, Ill. A new elevator will be erected at once.

A. R. Anderson has sold his elevator at Gilson, Ill., which he has been operating as the Gilson Grain Company, to the new Farmers Elevator Company.

Two concrete 19x60 foot coal pockets, six coal bins and two for rock phosphate have been erected at Ransom, Ill., for the Farmers Co-operative Elevator Company.

The Stronghurst Grain & Merchandise Company of Stronghurst, Ill., has purchased a Trapp Combination Truck and Wagon Dump to be placed in its elevator at that point.

The elevator of the McKenzie Grain Company at Moweaqua, Ill., has been purchased for the consideration of \$32,000 by the recently incorporated Farmers Elevator Company.

The Richland Farmers Elevator Company has been reorganized at Richland, (r. f. d. Pleasant Plains), Ill., as the Richland Farmers Co-operative Company. P. A. Rudasill is manager.

The grain elevator and the Superior Flour Mill at White Hall, Ill., has been purchased by the White Hall Co-operative Mill & Elevator Company. The capital stock of the firm is \$20,000.

The Augusta Farmers Co-operative Company has purchased C. E. Dawkins & Co.'s business at Augusta, Ill., and will conduct a grain, hay, feed and coal business. Arthur Jump of Padua is manager.

A new elevator costing \$13,000 is to be erected at Niota, Ill., for the Farmers Elevator & Supply Company. E. C. Ferguson is president; A. Weber, vice-president, and L. L. Cambre, secretary-treasurer.

A grain storage tank of 10,000 bushels' capacity is to be installed at Bloomington, Ill., for the Dry Grove Farmers Grain Company. Ballinger & Mc-

Allister are the contractors. The J. M. Preston Company will furnish the tile to be used in the plant.

C. A. Hall, Albert S. Annin, J. J. Covalt, W. J. Hawkins, W. R. Hanner, W. L. Peck and John E. Stewart have incorporated the Co-operative Milling Company of Oakland, Ill., which will deal in grain, farm products, etc. The capital stock of the firm is \$20,000.

The Michigan Central Elevator located at One Hundred and Twenty-fourth Street and Cottage Grove Avenue, Chicago, Ill., was taken over on March 1 by the Kensington Elevator Company. W. P. Anderson is president; F. H. Mealiff, vice-president and general manager of the Kensington concern.

CANADA

The Clair Grain Growers Association, Ltd., of Clair, Sask., has been registered.

The Sovereign Grain Growers Association, Ltd., has been registered at Sovereign, Sask.

The Melaval Grain Growers' Co-operative Association, Ltd., of Melaval, Sask., has been registered.

The Lucky Lake Grain Growers' Association, Ltd., has been registered. It is located at Lucky Lake, Sask.

Capitalized at \$1,000,000, the Vancouver Grain Company has been incorporated to operate at Vancouver, B. C.

The Western Canada Flour Mills Company will rebuild two grain elevators at Edmonton, Alta. Capacity will be about 60,000 bushels. Estimated cost, \$40,000.

It has been announced that the International Elevator Company of Winnipeg, Man., expects to erect grain elevators in several Manitoba and Saskatchewan towns.

The Dwyer Elevator Company, Ltd., has been taken over at Ottawa, Ont., by W. H. Dwyer, Ltd., which was recently incorporated. Its capitalized stock is \$1,000,000.

The London & Port Stanley Railway is renewing its interest in the erection of a grain elevator at Port Stanley, Ont., erection of which was postponed because of the war.

The United Grain Growers, Ltd., of Winnipeg, Man., contemplates the erection of elevators in towns in Manitoba and Saskatchewan. J. R. Murray, Bank of Hamilton Building, Winnipeg, is assistant general manager.

W. T. Maddaford, general manager of the Ruthenian Farmers Elevator Company, 262 Grain Exchange, Winnipeg, Man., has confirmed the announcement of the plan of the company to erect several elevators in Manitoba and Saskatchewan.

THE DAKOTAS

Operations have been suspended temporarily in the Cargill Elevator at Lidgerwood, N. D.

Repairs are to be made to the elevator of the Farmers Elevator Company at Rocklake, N. D.

Considerable repairing is to be done to the plant of the Farmers Elevator Company of Bisbee, N. D.

A new cleaner has been installed in the elevator of the Farmers Elevator Company of McGregor, N. D.

The capital stock of the Farmers Elevator Company of Winner, S. D., has been increased from \$20,000 to \$75,000.

Overhauling is to be done to the elevator of the Manfred Co-operative Grain Company of Manfred, N. D. An office will be built.

A manlift has been installed and warehouse built at Raymond, S. D., for the Co-operative Elevator Company. Peter G. Miller is manager.

H. H. Belcher is no longer grain buyer at the Osborn-McMillan Elevator at Wimbledon, N. D. He resigned his position as such to go to Pontiac, Mich.

A new 35,000-bushel concrete elevator is to be erected probably at De Smet, S. D., for the Farmers Co-operative Association. Edw. N. Morgan is agent.

L. H. Smith and Otto Rasmussen have purchased the Independent Elevator at Osnabrock and the Wild Elevator at Easby, N. D. This spring the owners, who will operate as the Smith-Rasmussen Company, will raise the elevator at Osnabrock and

give it a thorough overhauling. New sheds will also be built for handling coal. They will carry feed, grain and coal.

The H. E. Putman Elevator at Jud, N. D., has been purchased by Stanley Jackson, who was formerly manager of the Farmers Elevator at Moelle, N. D.

Reports state that the elevator of W. L. Wheeler at Plumb (mail Lesterville), S. D., has been purchased by the recently incorporated Plumb Stock & Grain Company.

A. G. Bemmels and G. H. Brooms has purchased the elevator of the Andrews Grain Company at Elliott, N. D., and will operate it under the firm name of the Bemmels-Brooms Company.

The driveway of the Van Dusen Elevator Company at Miller, S. D., is to be enlarged. A new pan is to be put in; elevator raised 10 feet and five new coal bins built. F. W. Blackmore is agent.

Another grain elevator, the duplicate of the one already there, is to be erected at McLaughlin, S. D., for the McLaughlin Equity Exchange. It will have capacity of 40,000 bushels and will cost \$25,000.

A. E. and Allan Carter have purchased the elevator at Venlo (mail Anselm), N. D., and the general store there of O. M. Johnson. They will conduct a general merchandise, grain, feed, flour and fuel business in conjunction with the elevator under the firm name of A. E. Carter & Bro.

A new concrete 50,000-bushel elevator has been completed at Forbes, N. D., for the Forbes Equity Exchange. It consists of 20 bins and is equipped with car unloading sink, car pulley, two elevator legs, steel manlift, Fairbanks 10-ton auto dump scale, automatic scale in cupola, Sprout-Waldron Attrition Mill, Richardson Oat Separator, grain cleaner and flax cleaner, all of which is driven by electric motors with chain drives. Geo. Hassinger is new manager.

The following South Dakota firms have purchased Trapp Combination Truck and Wagon Dumps to be installed in their elevators: Farmers Elevator & Supply Company, Harrisburg; Java Equity Exchange, Java; A. H. Betts of Mitchell at Alexandria; Owanka Farmers Co-operative Company; Gettysburg Equity Exchange, Gettysburg; Watonka Equity Exchange, Watonka; New Farmers Grain Company, Alexandria; F. M. Davis, Huron. Elevator of G. W. Rusen Company of Henry, S. D., equipped with a Trapp Auto Truck Dump.

WESTERN

A grain elevator is being erected at Shafter, Calif., for the Shafter Growers' Association.

C. C. Roberts is succeeded as manager of the McCaul-Webster Elevator at Hobson, Mont., by Wm. Olson.

A grain elevator and mill costing \$2,000,000 is to be constructed at Oakland, Calif., for the Western Milling Company.

The contract has been let for the erection of a 30,000-bushel elevator at Roswell, N. Mex., for the Roswell Milling Company.

Benz Bros. & Co. of Toppenish, Wash., have increased their capital stock to \$250,000. They are grain, feed and hay dealers.

The Mark P. Miller Milling Company is building a 300,000-bushel elevator of reinforced concrete construction at Moscow, Idaho.

Controlling interest in the Vale Milling & Elevator Company at Portland, Ore., has been purchased by C. H. Brown and C. H. Mallett.

The great freight and grain terminal at Portland, Ore., nears completion. The 1,000,000-bushel bulk grain elevator with its bins and workhouse is almost ready for operation. The pier first built has received an extension which makes it just about a third of a mile long. A second pier of similar proportions is under consideration. Elevators and piers are grouped with smaller buildings, such as a cafeteria for the employees—it's a long way from the terminal to a restaurant—the general offices, the electric manufacturing plant and so on. There are tanks for Oriental oils and there will be bunkers in aid of the phosphate rock movement. Railroad tracks penetrate between the bins and the workhouse to facilitate the unloading of grain, extend between the pier and workhouse and

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 15, 1920

747

traverse the long face of the pier for the direct discharge of freight from cars into ship's hold or of cargo straightway from the ship to the car.

The Iliff, Colo., Elevator of the O. M. Kellogg Grain Company has been equipped with a Trapp Combination Truck and Wagon Dump.

The elevator of the Farmers Elevator Company at Deertrail, Colo., has been purchased by the Farmers Merchants Equity Produce Company.

A 1½-ton truck has been purchased by the Boyd Conlee Company of Spokane, Wash., and will be used by the grain and feed firm in its deliveries about the city.

Work is practically completed on the new elevator of the Pocatello Mill & Elevator Company of Pocatello, Idaho. The elevator will be of reinforced concrete construction.

The Colfax Milling Company of Colfax, Wash., has let the contract for the erection for a grain elevator of 300,000-bushels' capacity. It will be of reinforced concrete.

J. F. Hampton, Thos. F. Carr and J. L. Hampton are the directors of the Washakie Elevator & Mill Company recently incorporated at Worland, Wyo. Its capital stock is \$25,000.

Incorporation papers have been filed by the Owen-Peeke Feed & Grain Company of Astoria, Ore., capitalized at \$25,000. O. A. Owen, G. F. Peeke and A. B. Owen are interested.

Ballinger & McAllister have the contract for the erection of a 200,000-bushel elevator and 700-barrel mill and a large warehouse at Sheridan, Wyo., for the J. W. Denio Milling Company.

The Rexburg and Thornton, Idaho, elevators of the Miller Bros., have been sold to the Anderson-Koon Company and the elevator at Sugar City, Idaho, to the Sugar City Milling Company.

The capital stock of the Farmers Union Warehouse Company of Palouse, Whitman County, Wash., has been increased from \$10,000 to \$50,000. The firm will erect an 80,000-bushel elevator.

A new elevator, costing \$25,000, is to be erected at Preston, Idaho, for the Inter-Ocean Elevators, whose headquarters are at Salt Lake City, Utah. Coal sheds and warehouses are also to be built.

The elevator of Denny & Co., at Emmett, Idaho, has been purchased by the Gem County Co-operative Exchange Company for \$8,500. The new company intends to build an elevator and mill in the near future.

E. J. Sullivan's elevator at Greybull, Wyo., has been purchased by the Consolidated Elevator & Milling Company. The company will make extensive improvements and will install new and up-to-date machinery.

SOUTHERN AND SOUTHWESTERN

The Probst Elevator at Spearman, Texas, has been completed.

An elevator is to be erected at Paint Rock, Ala., for the Lyle-Taylor Grain Company.

An elevator is to be built or bought at Driftwood, Okla., for the Farmers Union.

Grain, feed and fuel will in the future be handled by the Ford Bros. at Little Rock, Ark.

The Colleton Products Association is building a new \$15,000 grain elevator at Columbia, S. C.

An addition is soon to be built to the elevator and warehouse of the Farmers Exchange of Jet, Okla.

The plant of the Newcastle Elevator Company of Newcastle, Texas, has been purchased by W. R. Andrews & Co.

A concrete or tile elevator will be built in the spring by the Light Grain & Milling Company of Hooker, Okla.

Farmers around Hoover, Texas, have incorporated a company to be known as the Farmers Elevator Company.

L. B. Drink, L. Kalser and J. L. Boulder have incorporated the Farmers Warehouse Company of Falls City, Texas.

A co-operative warehouse is to be established at Junction, Okla., by the farmers. P. Markuson is one of the promoters.

The plans have been made for the erection of an elevator at Birmingham, Ala., for the Lyle-Taylor Grain Company.

A grain shelling plant of 2,500 bushels' capacity is to be installed by the Yewpon Mill & Elevator Company of Yewpon, Texas.

The Farmers Co-operative Elevator Company has been organized at Gage, Okla. It will either build or buy an elevator there.

The grain, hay and milling business of H. W. Baird of the Baird Milling Company of Douglas, Ga., has been sold by him.

The new company at Memphis, Tenn., formed by Marshall and A. C. Mott and H. B. Nedroy is building a new mill of 200 barrels meal per day. The firm will also build five large tanks of 25,000 bushels capacity. The company is capitalized at

\$150,000. Later they will build hay warehouse, 60x120 feet.

The grain and feed business of John R. Scott at Childress, Texas, has been purchased by the Walling Bros. who will conduct it.

The Clifton (Texas) Mill & Elevator Company has amended its charter increasing the capital stock from \$25,000 to \$100,000.

Additional motors and other equipment has been installed in the plant of the Kentucky Public Elevator Company at Louisville, Ky.

A large brick warehouse has been erected at Jasper, Ala., for the Cooner Bros. & Yates. They will conduct a grain and feed business.

J. L. Rodabaugh, J. T. Allen and R. Rixley have incorporated the Guymon Mill & Grain Company of Guymon, Okla. Its capital stock is \$50,000.

The elevator at Custer, Okla., has been purchased from the Oklahoma City Mill & Elevator Company by the V. E. Rhymer Grain Company.

A warehouse in which sacked grain, feed and flour will be stored is to be erected at Birmingham, Ala., for the Plossen-Knecht Grain Company.

R. G. Lamkin, L. R. Travis and I. Goodman have filed incorporation papers at Houston, Texas, as the Ganado Grain Company. It is capitalized at \$5,000.

An interest in the Newbern Grain & Milling Company of Newbern, Tenn., has been purchased by J. W. Trout, formerly leading merchant at Newbern, Tenn.

The Capital Grain & Feed Company has about completed plans for the erection of a reinforced concrete elevator and mixed feed plant at Montgomery, Ala.

The H. H. Watson Grain Company of Longview, Texas, has been granted a new license. Its former one was taken away a while back by the Food Administration.

A new \$25,000 elevator is to be erected at Granite, Okla., in a short while. Capacity is to be 10,000 bushels. P. E. Howard, J. F. Kruska and others are interested.

The Garza County Warehouse & Marketing Association of Post, Texas, has increased its capital stock from \$10,000 to \$40,000 and will erect an elevator and gin there.

Incorporation papers have been filed at Beaumont, Texas, by the Texas Grain Company. It is capitalized at \$31,000. E. W. Boyle, A. H. Boyle and W. H. Silvernail are interested.

P. M. Brown, Adolph Vogel and others have incorporated the Lyndon Coal & Supply Company of Lyndon, Ky., capitalized at \$1,000. The firm will handle grain, feed and other lines.

The Mounds, Okla., elevator and mill of Arthur & McCune of Tulsa has been purchased by J. L. Ward. He will operate it as the Mounds Mill & Elevator. F. M. Busley is in charge.

The Hillsboro Mills Elevator Company has been incorporated at Hillsboro, Texas, with a capital stock of \$20,000. The incorporators are R. H. Ethridge, W. C. Wear and W. M. Williams.

The Texas Grain Brokerage Company has been incorporated at Fort Worth, Texas, with a capital stock of \$1,500. G. C. Henderson, W. L. Goodwin and H. G. Johnson are the incorporators.

Capitalized at \$100,000, the McFarland Feed & Elevator Company has been incorporated at Ranger, Texas. The organizers of the firm are: W. J. McFarland, Saunders Gregg and C. B. Hedrick.

Two modern grain elevators are to be erected in the near future, one at Beaufort and another at Varnville, S. C., by the Charleston & Western Carolina Railroad. Each will have a capacity of 12,000 bushels.

An elevator of 30,000-bushels' capacity is to be erected by the Sunny South Grain Company of Birmingham, Ala., as an addition to its present elevator and feed plant which has a capacity of 16,000 bushels.

Capitalized at \$30,000, the Farmers Co-operative Grain & Supply Association has been incorporated at Miami, Okla. It will either buy or build an elevator at once. Frank Sims, I. Hollis and W. E. Boswell are interested.

Plans have been completed by the Smith Bros. Grain Company of Fort Worth, Texas, for the erection of a 1,000,000-bushel elevator replacing the one which recently burned. The contract will be let as soon as plans are approved.

The Craig Distributing Company has been incorporated at Memphis, Tenn., capitalized at \$25,000. The firm will conduct a general grain, hay, mixed feeds and flour business. R. M. Craig is president and general manager; J. R. Fair is vice-president; R. C. Davis, secretary, and C. Y. Craig, treasurer.

The Kalmbach-Ford Company and the Shreveport Mill & Elevator Company at Shreveport, La., have consolidated under the name of the Shreveport Mill & Elevator Company. The Kalmbach-Ford Company has been completely dissolved. The company is capitalized at \$30,000 and will move its

offices into the Kalmbach-Ford plant. John McW. Ford, Z. R. Lawton, Jr., Geo. W. Lawton, Z. R. Lawton and R. T. Lawton are interested.

F. J. Schneider is president; Clay Johnson, vice-president; J. I. Gilfillan, secretary and treasurer of the recently incorporated Farmers Co-operative Grain & Supply Association, of Charleston, Okla. Its capital stock is \$25,000.

The Bison Farmers Elevator Company has been incorporated at Bison, Okla. It has purchased the elevator of the El Reno Mill & Elevator Company for \$13,750 cash consideration. F. Pribil is president. Possession is to be given April 1.

The new building of the Kirkland Distributing Company, Inc., at Columbia, S. C. is now occupied by that firm. In addition to this building are several warehouses for storing grain, feeds, etc. The Kirkland company manufactures self-rising flour.

A grain elevator of wooden construction, costing around \$6,000, is to be erected at Truscott, Texas, for the Olds Grain Company, which was recently incorporated. The capacity of the elevator will be 10,000 bushels. J. E. Bell will be manager.

A company has been organized at Houston, Texas, of which R. S. Sterling is president; which will erect a grain elevator there and install a 60-foot conveyor. A flour mill will also be built by the firm. N. Espersen and Robt. I. Cohen are also interested.

A new elevator with flour, velvet bean and corn mill, is being erected at Dublin, Ga., for the Farmers Co-operative Association. C. H. Kittrell is president. A peanut sheller and grader is also to be installed. The elevator will have capacity of 20,000 bushels.

The elevator of the Farmers Elevator & Mill Company of Dacoma, Okla.; the Cassity Grain Company, Tonkawa, Okla., and Tonkawa Milling Company, Tonkawa, Okla., have been equipped with a Trapp Auto Truck Dump. The Beaver City and Lone Wolf, Okla., elevators of the CoxHenry Grain Company of Carmen, Okla., have been equipped with Trapp Combination Truck and Wag-on Dumps.

IOWA

An elevator is to be erected at Ft. Madison, Iowa, for the farmers of that vicinity.

Efforts are being made to organize a farmers elevator company at Rock Rapids, Iowa.

The King-Wilder Grain Company will rebuild its elevator at Mt. Auburn, Iowa, which burned.

Farmers around Maple Hill, Iowa, are contemplating the erection of a grain elevator there.

The Farmers Elevator Company has let the contract for a coal handling plant at Gladbrook, Iowa.

New scales are to be installed and warehouse built at Jesup, Iowa, for the Farmers Elevator Company.

An automatic scale is being installed at the Rolfe, Iowa, elevator of the Charlton-Larson Grain Company.

A new elevator and warehouse is to be constructed at Centerville, Iowa, for farmers around that locality.

The Farmers Elevator Company of Orange City, Iowa, will improve one of its elevators and install a new truck dump.

Improvements are to be made to the elevator of the Farmers Co-operative Elevator Company of Grundy Center, Iowa.

A 15,000-bushel elevator will be constructed at Emerson, Iowa, for the Farmers Union Co-operative Merchandise Company.

A grain elevator at Lehigh, Iowa, has been purchased by S. G. Carlson, manager of the Farmers Elevator at Dayton, Iowa.

Plans are being made for the organization of a company at Rockwell City, Iowa, for the erection of a grain elevator there.

P. A. Martens' interest in the P. A. Martens Grain Company of Manning, Iowa, has been purchased by Martin Peterson.

A 25,000-bushel elevator covered with galvanized iron and four ply asbestos roofing is to be erected at Pomeroy, Iowa, for M. Peterson.

Farmers around Audubon, Iowa, have organized a company and will erect a grain elevator there. It will be conducted on a co-operative basis.

The Farmers Co-operative Elevator Company is buying an elevator at Luther, Iowa. Capacity 40,000 bushels. Possession was given June 1.

The property of the Leets Grain Company at Bedford, Iowa, has been purchased by the Farmers Union Elevator Company. B. Monahan is manager.

N. S. Beale & Son of Tama, Iowa, have purchased two Trapp Auto Truck Dumps to be installed in their elevators; The Farmers Co-operative Company of Armstrong, Iowa, one; C. Williams, Boone, Iowa, two; Steil-Halran Company, Mallard, Iowa,

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

one; Farmers Co-operative Company, Emmetsburg, Iowa, one. A Trapp Combination Truck and Wagon Dump has been installed by Moeller & Walter of Reinbeck, Iowa.

The contract has been let by the Farmers Elevator Company of Clearfield, Iowa, for a 22,000-bushel elevator of concrete construction. It will cost \$20,000.

The Marengo Grain Company of Marengo, Iowa, has been dissolved. H. C. Pote has purchased the interest of W. E. Smith and will operate under his own name.

C. J. Kinney and Ralph Hilhouse have purchased the elevator, grain and coal business of D. C. Reynolds at Elliott, Iowa. Possession was given on March 1.

The interest of H. S. Neviler in the Grettenberg Grain Company of Pierson, Iowa, has been sold by him to Wm. Grettenberg. The latter took possession on March 1.

Plans are being considered by the Co-operative Association of Sheldon, Iowa, for the erection of a 50,000-bushel elevator on site of the present house which will be razed.

A 100,000-bushel elevator is to be constructed at Washington, Iowa, for the Washington Flour Mills Company. This will give the company total capacity of 200,000 bushels.

The Monroe & Fairmount Co-operative Elevator Exchange of Fairmount (near Monroe), Iowa, has made tentative plans for the erection of an elevator at Fairmount and one at Monroe.

The Archer Co-operative Company of Archer, Iowa, has let the contract to the J. C. Burrell Company of Chicago, for the erection of an additional storage house of 30,000-bushels capacity.

A. C. Lewis is president; C. C. Scott, vice-president; G. Moss, secretary and Grant Pilling, treasurer of the Macedonia Grain & Lumber Company of Macedonia, Iowa. Its capital stock is \$50,000.

A warehouse and lumber shed is to be built at Williamsburg, Iowa, for the Williamsburg Supply Company. New electric machinery and an up-to-date seed cleaner and other power machinery is to be installed. Harry Werder is manager.

MINNESOTA AND WISCONSIN

A farmers elevator company is being organized at Howard Lake, Minn.

The elevator of the Farmers Elevator Company at Ceylon, Minn., is to be overhauled.

The elevator and mill of J. H. Osmond & Co., at Sharon, Wis., has been sold to Frank Dangerfield.

The Follett Company succeeds Vilas Follett & Son at Hancock, Wis. The firm will build new elevator this spring.

An elevator at Porter, Minn., has been purchased by Ted Peterson. Mr. Peterson has been manager of the Equity Elevator at Dawson, Minn., for some time.

A concrete foundation is to be built under the plant of the Wylie Farmers Elevator & Mercantile Company of Wylie, Minn. A machinery warehouse is also being built.

The elevator, feed business and mill of Magerlein & Geiger at Sauk City, Wis., has been purchased by E. F. O'Connor and P. Leinenkeigle. Possession has been given.

The interest of A. G. Laubenstein in the grain elevator and malt house at Hartford, Wis., has been sold by him to John Portz. He will handle grain, coal and feed, exclusively.

The Spooner Elevator & Trading Company has been incorporated at Spooner, Minn., capitalized at \$50,000. The company will build an elevator after a site has been obtained.

Incorporation papers have been filed for the Tomah Co-operative & Elevator Association of Tomah, Wis. Its capital stock is \$20,000. The firm will erect a grain elevator and warehouse.

Capitalized at \$6,000, the Fond du Lac Equity Company has been incorporated at Fond du Lac, Wis., and will erect an elevator and warehouse. Fred W. Fisher is secretary and manager.

Articles of incorporation have been filed at Ettrick, Wis., by the Ettrick Elevator Company to handle grain, flour, farm produce, etc. Martin C. Johnson, Martin T. Wall and Henry Claussen are interested.

The J. C. Burrell Company of Chicago, Ill., has been awarded the contract for the erection of a new building for the Parry Products Company of Milwaukee, Wis. This will include an elevator and feed plant. The approximate cost is \$150,000.

The farmers conducting a co-operative elevator at Bagley, Minn., have amended their charter, changing the name of the firm to the Bagley Co-operative Company. They also increased the capital stock of the concern from \$5,000 to \$25,000.

The Lodi Grain Company of Lodi, Wis., has installed a Sprout-Waldron 22-inch Attrition Mill; two 20-horsepower Westinghouse Motors in eleva-

tor for grinding feed; also two 10-horsepower Fairbanks-Morse Motors to operate a Sprout-Waldron No. 4 Corn Ear Crusher, etc.

A Trapp Auto Truck Dump is to be installed in the elevator of the Farmers Co-operative Company of Worthington, Minn.

A new 30,000-bushel elevator is to be constructed at Clara City, Minn., for the Farmers Elevator Company. The contract has been let.

M. Larson & Son of Stockholm, Wis., are backing a proposition for the erection of a grain elevator with dump scales, costing \$10,000, and corn and potato sheds at Trempealeau, Wis., this spring.

The old Farmers Elevator Company at Silver Lake, Minn., has been purchased by the Equity Co-operative Exchange. It will repair the house and will also build warehouse and add flour, feed and coal to its sidelines. Knute K. Sorenson is manager.

The Herman Lendo Elevator at Virginia, Minn., has been purchased by the Kelsey Mercantile Company. This firm has increased its capital stock from \$50,000 to \$200,000 and has secured the agency for handling farm machinery manufactured by the General Motors Company.

The Farmers Elevator Company of Wanamingo, Minn., has made plans for the erection of a new 50,000-bushel elevator replacing the present one. The new elevator will consist of 22 bins, with six small bins over the driveway. A dump for unloading will also be provided.

The C., M. & St. Paul Railway has sold its elevator at Prairie du Chien, Wis., known as the Pioneer Elevator, to Joseph Zimmerman, president of the Farm Products Company. The upper stories will be torn down and lower floor remodeled and used for manufacture of stock feeds.

EASTERN

A new warehouse and grain elevator is to be erected at Middletown, Conn., for the Coles Company.

The plant of the Vincent Bros. Company of Bridgeport, Conn., is to be rebuilt. The old one burned.

The grain business of the Mitchell Sawyer Company at Sterling, Mass. has been purchased by the J. Cushing Company of Fitchburg.

To deal in grain, seed, feedstuffs, etc., the Producers Seed Corporation has been incorporated at Buffalo, N. Y. Capital stock is \$100,000.

Articles of incorporation have been filed by H. U. Bean & Co., dealers in grain and feed at Philadelphia, Pa. Its capital stock is \$25,000.

A new 700,000-bushel elevator is being erected at Treichlers, Pa., for the Mauser Milling Company. It will be a reinforced concrete elevator and receiving house.

A new location near its recently destroyed plant at Camden, N. J., has been secured by Sibley & Son, dealers in grain, feed and flour. They have resumed business there.

The grain business of Frank S. Lord at Ossipee Valley, N. H., has been purchased by the J. B. Cover Company. The latter firm consists of Chas. M. Albrecht of Boston and Frank G. Cover of Lowell, Mass. Mr. Albrecht will be manager.

The new elevator of the Pennsylvania Railroad at Baltimore, Md., was opened for business on March 1. This replaces the one which burned in 1916. Its capacity when everything is completed will be 4,300,000 bushels. Its working capacity now is 660,000 bushels with storage capacity of 1,500,000 bushels.

The Evans Elevator and other elevator properties of Geo. E. Pierce of Buffalo, N. Y., are to be turned over to the Geo. E. Pierce, Inc., together with real estate personally owned or connected with the elevators as protection to a preferred stock issue. Mr. Pierce is attempting to come to an agreement with all creditors insuring interim certificates in full payment of claims against him, the acceptance of which does not affect the validity of their claims if a later return of their assignments should be found to their best interests.

OHIO AND MICHIGAN

The Bangor (Mich.) Co-operative Company will build or lease an elevator at once.

The Farmers Co-operative Association has sold its elevator at Marion, Mich., to the Grangers Association.

Peter Bridenbach has disposed of his grain elevator at Foraker, Ohio, to the Foraker Farmers Exchange Company.

Capitalized at \$50,000, the Coldwater (Ohio) Equity Exchange has been incorporated. The firm has purchased an elevator.

The elevator and mill of the Farmers Grain & Milling Company of Sidney, Ohio, has been sold to the Sidney Farmers Exchange.

The erection of a fireproof elevator by the Farmers Equity Exchange will take place at New Paris, Ohio, in the near future. The firm is capi-

talized at \$50,000. It recently purchased the warehouse of James Barnet. The plant will be ready in time to handle the 1920 crop.

Wm. Zang is no longer secretary of the Mansfield Elevator Company of Mansfield, Ohio. He resigned that position on March 1.

Ed. Allen has sold his grain elevator at Jamestown, Ohio, to the Bowersville Elevator Company. Possession was given on March 1.

The grain warehouse of the F. Broistedt Estate at Escanaba, Mich., has been purchased by the Hewett Grain & Provision Company.

The Prattville Farmers Elevator Company has recently been incorporated at Prattville, Mich. The company will operate an elevator there.

The Mason (Mich.) Co-operative Shipping Association has employed Lee T. Lasenby as manager. The company will purchase an elevator.

The capital stock of the Farmers Elevator Grain Supply Company, operating at New Bavaria, Ohio, has been increased from \$15,000 to \$30,000.

A large grain drier is to be added to the plant of The Willshire Grain Company of Willsboro, Ohio. The proposed improvement will cost \$10,000.

The elevator of the Llewellyn Bean Company at Carson City, Mich., has been sold to the Gleaners Clearing House Association of Grand Rapids.

The Bascom Elevator & Supply Company of Bascom, Ohio, has amended its charter increasing the capital stock of the firm from \$15,000 to \$40,000.

The Broughton, Ohio, elevator of John Wickensher, who conducts a line of country elevators, has been sold by him to the Paulding Equity Exchange of Paulding, Ohio.

Incorporation papers have been filed at Genoa, Ohio, by the organizers of the C. A. Powers Grain Company. These include C. A. Powers, N. J. Wood, J. C. Bowman and G. T. Bowman.

A site at Three Rivers, Mich., has been purchased by the Three Rivers Co-operative Association. The association contemplates the erection of warehouse and feed mill this spring.

The capital stock of the Lakeville (Ohio) Equity Exchange Company has been increased from \$10,000 to \$30,000. The company will increase the capacity of its elevator to 30,000 bushels.

The Brady Bros. have purchased the holdings of the Union Grain & Coal Company at Payne, Ohio. The Union concern still owns and operates elevators at Edgerton, Ind. and Oakwood, Ohio.

Changes are to be made to the elevator of the Hicksville Grain Company of Hicksville, Ohio. The company is also to be changed from stock to a co-operative concern. H. Grover is manager.

Capitalized at \$25,000, the Lena Grain Company has been incorporated at Lena (Conover p. o.), Ohio. C. F. Wilgus, A. W. Burton, G. R. Wilgus, E. W. Drake and J. L. Duer are interested.

A small warehouse is to be erected at Sharpsville (mail to Akron), Mich., by the Grange Co-operative Elevator Association. The plant will be equipped with grain cleaners and a feed mill.

John Epley is president of a company which will erect a grain elevator at Ada, Ohio. The plant will be of 17,000 bushels' capacity and will be conducted as a farmers co-operative plant.

The capital stock of the West Salem Equity Exchange Company of West Salem, Ohio, has been increased to \$50,000. Fred Fisburn is manager. The company purchased an elevator last spring.

The recently incorporated Marion Grain & Supply Company of Marion, Ohio, has purchased the property and business of the Marion Hay & Grain Company which has been owned and conducted by Cull, Stark & Raffling.

The Citizens Elevator Company has been incorporated at Vermontville, Mich., with O. C. McLaughlin, president. It is probable that the firm will take over the elevator of C. A. Anderson & Son. Its capital stock is \$25,000.

Walter Trumpler has sold his elevator at Tiffin, Ohio, to the recently organized Farmers Exchange Company for the consideration of \$25,500. Temporary possession is to be given on May 1 for repairs and permanent possession June 1.

A co-operative elevator company has been organized at Ostrander, Ohio. The firm will make arrangements for the erection of a new elevator and warehouse. W. P. Smart is chairman and John Miller secretary of the temporary organization.

A small elevator of 10,000 bushels' capacity is to be erected at Scott, Ohio, for the C. P. Richey Hay & Grain Company with two stands of elevators, an up-to-date cleaner, rotary cleaner for corn and a Monitor No. 2 Cleaner for small grain. Three motors are to furnish power. C. P. Richey and J. E. Hymen are the proprietors.

The Farmers Co-operative Company of Defiance, Ohio, will have its new 40,000-bushel reinforced concrete elevator completed by about the last of March. The elevator is a modern, fireproof structure with 10 bins, six circular tanks and four intermediate. Below the foundation slab they have a

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 15, 1920

749

conveyor tunnel, power house and corn sheller room. Above the bin roof slab is a conveyor house. There will be built a head house 30 feet in height. The Monolith Builders, Inc., of Chicago are the contractors. The company is on the lookout for a live-wire manager.

H. E. McEwen, A. D. Stocker, Wm. Steffen, Chas. F. Meyer, Walter E. Stahl, B. J. Eidson, Geo. W. Hupman, Frank Katzenberger and Earl Dininger are named as incorporators of the Greenville Farmers Exchange of Greenville, Ohio. The company is capitalized at \$50,000 and will erect a modern grain elevator and handle grain, feed, etc.

INDIANA

W. J. Brown's elevator at Hebron, Ind., has been purchased by David Fisher and his son, Kenneth.

The Farmers Co-operative Elevator Company has been organized at New Castle, Ind., capitalized at \$30,000.

The elevator of Powell & Co., at Fountain City, Ind., has been purchased by W. E. Wilson & Co. of Lakeville.

The capital stock of the Servia Elevator Company of Servia, Ind., has been increased from \$15,000 to \$30,000.

Farmers have organized a co-operative grain elevator company and will either build or buy a grain elevator at Linwood, Ind.

A preliminary certificate of dissolution has been filed by the Hinshaw Elevator Company which has been operating at Nora, Ind.

Eight concrete grain tanks are being constructed at Columbia City, Ind., at the old brewery building, formerly owned by Jacob Portman.

The Farmers Elevator Company has been organized at Roann, Ind., to buy and operate an elevator there. Its capital stock is \$40,000.

The elevator of J. Keller & Co., at Laotto, Ind., has been bought by the Nathan Grain Company. The latter company is now operating it.

The charter of the Browns Valley Grain Company of Browns Valley, Ind., has been amended, increasing capital stock from \$10,000 to \$30,000.

Farmers around Greens Fork, Ind., have organized the Greens Fork Co-operative Elevator Company and will conduct the Farmers Elevator there.

W. D. Wilson has purchased another elevator at Richmond, Ind. He formerly owned the Lapaz Elevator but sold it recently to the Lapaz Grain Company.

A co-operative farmers elevator company is to be organized at Warsaw, Ind., to conduct a grain elevator there. The company is to be capitalized at \$30,000.

The elevator and warehouses of the Monroe (Ind.) Grain, Hay & Milling Company have been disposed of by them to the Monroe Grain Company, a new corporation.

The Columbia Feed & Grain Company has been incorporated to operate at Oakland, Ind., capitalized at \$12,000. Edgar Ledman, Jos. M. Summers and O. E. Mangrum are interested.

The elevator of the Goodrich Bros. Hay & Grain Company at Gadsen (Lebanon, p. o.), Ind., is to be remodeled. Ballinger & McAllister have the contract. G. M. Twidlinger is manager.

Chas. Syler has purchased the George Bros. & Huff Elevator at Nappanee, Ind. Mr. Syler has been manager of the elevator of the Farmers Grain & Mercantile Company for a year.

The Shadeland Co-operative Elevator Company has been incorporated at Shadeland, Ind., with a capital of \$40,000. The incorporators are named as H. G. Butz, James Crowe, and W. W. Beene.

The Ideal Milling & Grain Company of Ridgeville, Ind., has changed its name to that of the Ideal Grain Company. The company has gone out of the milling business. I. J. Mills is owner.

The elevator of F. P. McComas at Boyleston, Ind., has been purchased by E. E. Ogle, P. Miner, Cecil Wallace and Otto Leforge who will operate under the name of the Boyleston Grain Company.

The plant of the Vandalia Grain & Coal Company has been purchased by T. E. Frantz, formerly manager of the Clinton Grain Company of Frankfort, Ind. He will operate it as T. E. Frantz Grain & Coal Company.

The Farmers Elevator Company of North Manchester, Ind., has purchased from the Kinsey Bros., the grain and coal business there. The consideration is \$30,000. The new owner took possession on March 1. The Kinsey Bros. will still conduct the clover seed business and will handle it from their downtown office.

Operations have been started in the new elevator of the Goodrich Bros. Hay & Grain Company of Farmland, Ind. A warehouse of hollow tile has been built west of the elevator. The plant is operated by electricity with one 15 and two 20 horsepower motors to run machinery and one of 5 horsepower to run the overhead dump. A Western Sheller, 1500-bushel automatic scale and a No. 6

Monitor Cleaner is to be installed. There are two stands of elevator of concrete and metal construction.

A vitrified tile elevator is to be constructed at Glenwood, Ind., for the Farmers Elevator Company. It is to have capacity of 15,000 bushels and will be equipped with grain drier, cleaner, sheller, etc. Its basement will be 70x22 feet.

Joe. P. Ice is president; C. C. Cory, vice-president; E. Harvey, secretary and Martin McCormick, treasurer of the Farmers Co-operative Elevator Company, recently incorporated at Mt. Summit, Ind. The capital stock of the firm amounts to \$30,000. Work will be started soon on the erection of a new elevator.

The Horton Elevator Company's elevator at Hortonville, Ind., has been purchased by the Horton Elevator Company. W. E. Woods, A. Smith and W. J. Pritsch are interested. They formerly owned and operated the elevator of A. Smith & Co., but sold out last June. A 35-horsepower motor is being installed and an attrition mill will be put in in the near future.

Incorporation papers have been filed at St. Louis Crossing, Ind., as the Farmers Co-operative Grain Company by the following: John Dodd, Dave Marr, and Albert Essex. The company, which is capitalized at \$60,000, will operate a grain elevator. It has purchased the Farmers Elevator Company of St. Louis Crossing and will build the new elevator in the spring.

The Suckow Company of Franklin, Ind., has purchased from the Farmers Co-operative Company, the elevator at Trafalgar, Ind. Consideration is named at \$22,500. The new company will take possession on April 1. It is capitalized at \$50,000 and is officered by the following: James Kelch, president; Tillus Brown, secretary; James R. Bridges, treasurer.

A modern fireproof grain elevator is to be erected at New Paris, Ind., for the Farmers Equity Exchange. It has purchased the warehouse of James Barnet and is capitalized at \$50,000. It will handle complete stock of grain, seeds, fertilizer and coal. C. R. Coblenz is president; A. J. Murray, vice-president; Harry W. Bragg, secretary and treasurer and John W. Noakes, manager.

The Midwest Elevator Company has been incorporated at Indianapolis, Ind., and has taken over the Springer-McComas Grain Company's property for the consideration of \$100,000. The firm, which is composed of Geo. H. Evans, W. R. Evans, Fred R. Hathaway, John A. McComas and Wm. D. Springer, is capitalized at \$100,000. Messrs. Springer and McComas were interested in the original company.

MISSOURI, KANSAS AND NEBRASKA

W. T. Hacker has sold his elevator at Elmo, Kan., to the Farmers Union.

The elevator at Carbondale, Kan., has been purchased by Ray Markley.

Nels Sogard has sold his elevator at Weeping Water, Neb., to J. L. Wiles.

C. Gilliam's elevator at Bronson, Kan., has been purchased by G. H. Ford of Moran.

J. W. Croll is building an elevator at Linn Creek, Mo. The foundation has been laid.

A new elevator is to be erected at Jonesburg, Mo. for the Farmers Elevator Company.

Two elevators of the Farmers Co-operative Association of Rexford, Kan., have been sold.

Farmers of Scott City, Kan., are interested in the erection of a grain elevator this spring.

An office has been opened at Des Moines, Iowa, for the Blair Elevator Company of Atchison, Kan.

Capitalized at \$10,000, the Cameron Grain Company has been incorporated to operate at Cameron, Kan.

An elevator and warehouse is to be erected at Hermann, Mo., for the Farmers Shipping Association.

The Rokey Co-operative Elevator Company has been organized at Rokey, Neb., capitalized at \$25,000.

A warehouse is to be built at Roseland, Neb., in the spring by the Roseland Grain & Supply Company.

Work will be completed on April 1 on the elevator and seed warehouse of L. O. Barber at Salina, Kan.

The Farmers Union of Sutherland, Neb., has let the contract for the construction of a 15,000-bushel tile elevator.

The Farmers Elevator Company of Moscow Mills, Mo., will erect a grain elevator of vitrified blocks costing \$10,000.

Farmers around Havensville, Kan., will erect a \$15,000 grain elevator. It will be conducted on a co-operative basis.

A complete elevating system has been installed by the Kenyon-Swain Commission Company of Koshkonong, Mo., and is now prepared to handle

all kinds of grain. Cleaning machinery and improved crusher and sheller has been installed; also a large motor.

The Potter, Neb., elevator of the Potter Grain Company has been reopened under the management of Leo Young.

A grain elevator of 25,000 bushels' capacity and costing \$20,000 is to be erected at Hickman, Neb., for John Norcross.

The contract has been let by the Farmers Union of Talmage, Neb., for the erection of a 30,000-bushel tile elevator.

The only elevator at Green Ridge, Mo., has been purchased by farmers of Pettis County and will be operated by them.

The Farmers Elevator Association, No. 18, has been chartered to operate at Foster, Mo. J. A. Thomas is interested.

Capitalized at \$5,000, the Freeman Park Grain, Feed, Fuel & Lumber Company has been incorporated at Easton, Mo.

The W. M. Bruce Elevator at Elwood, Neb., has been purchased by the recently incorporated Farmers Elevator Company.

The elevator of G. E. Heald at Sedgwick, Kan., has been sold to the Associated Mill & Elevator Company of Kansas City.

An elevator is to be erected at Lebo, Kan., for the Grange Co-operative Association which is composed of about 75 granges.

The Reno Flour Mills Company of Hutchinson, Kan., has sold its Seward, Kan., elevator to the Keystone Milling Company.

G. H. Becold has incorporated the Farmers Co-operative Elevator Company of McKittrick, Mo. Its capital stock is \$15,000.

N. A. Johnson's new elevator at Valley, Neb., has been completed and is now in operation. It is of concrete construction.

The elevator of the Paola Mill & Elevator Company at Paola, Kan., is to be enlarged. A new warehouse will also be built.

The Rockwell Merchandise & Grain Company of Junction City, Kan., has increased its capital stock from \$50,000 to \$100,000.

A stock company has purchased the elevator of the Farmers Co-operative Mercantile Association at Homer (mail to Russell), Kan.

The Farmers Elevator Company of Newman, Kan., has made plans for the enlarging of its houses at Newman and Grantville.

G. C. Calkins will manage the elevator at Burlingame, Kan., which grange members of the Northwest Burlingame recently purchased.

A grain elevator is to be built at Martinsburg, Mo., for farmers of that vicinity and will be conducted by them on a co-operative basis.

New machinery is to be installed in the plant of the Morrison Grain Company of Coldwater, Kan. Also a new office building is to be built.

Two storage elevators have been put in operation at Buffalo, Mo., by James Bonner. The tanks are of concrete of 15,000-bushels' capacity.

A car loader and cleaning machinery is to be installed in the elevator of D. W. Phillips at Nekoma, Kan., when his elevator is remodeled.

Ellis Copley is secretary of the Farmers Elevator Company which was recently organized at Morrison, Mo. Its capital stock is \$50,000.

A new elevator and warehouse is to be erected at Hugoton, Kan., for the H. B. Wheaton Grain Company. The firm will specialize in seeds.

A company is being formed at Boonville, Mo., by the farmers there. After organization is completed they will build and operate a grain elevator.

The elevator and grain business of Geo. Noller at McFarland, Kan., has been sold to the McFarland Farmers Union Co-operative Association.

The capital stock of the Farmers Co-operative Grain & Mercantile Company operating at Kipp, Kan., has been increased from \$10,000 to \$30,000.

A 20,000-bushel elevator will be constructed at Halls Summit, Kan., for the Associated Mill & Elevator Company. Work is to be started at once.

W. J. Ebersole has purchased the elevator and milling business of Nicholson Company at Albany, Mo. He will build another elevator some time this year.

A concrete elevator of 100,000 bushels' capacity is to be erected at Washington, Mo., for the Washington Flour Mill Company. It will be ready by July 1.

The O. K. Co-operative Grain & Mercantile Company of Kiowa, Kan.; C. C. Isley Lumber Company of Dodge City at Cimarron, Kan., and Johnson & Thierolf Mercantile Company of Solomon Rapids, Kan., have equipped their plants with Trapp Auto Truck Dumps. Trapp Combination Truck and Wagon Dumps have been installed in the elevators of the following firms: South Western Elevator & Mercantile Company of Hardtner, Kan.; Farmers Elevator Company of Hemingford,

Neb.; O. M. Kellogg Grain Company of Denver, Colo., at Trenton, and Madrid, Neb.; and Imperial Equity Exchange, Imperial, Neb.

The capital stock of the Wells, Abbott, Nieman Company of Schuyler, Neb., has been increased to \$1,500,000. The firm will build a new elevator.

Extensive lumber yards are to be built to the plant of the Farmers Elevator Company of Brainard, Neb. The company will hereafter handle lumber.

The elevator of the Kansas Flour Mills Company at Belpre, Kan., has been purchased by C. S. Laird. Wm. Dell will be manager, succeeding R. U. Hart.

The grain storage of the Ross Milling Company at Ottawa, Kan., is to be increased considerably by the erection of concrete tanks of 200,000 bushels' capacity.

An additional elevator is to be built at Blue Springs, Neb., for the Farmers Union Co-operative Company, successors to the Farmers Elevator Company.

The Scouler-Bishop Grain Company has been incorporated at Superior, Neb., capitalized at \$100,000. The firm will deal in grain, flour, hay and farm products.

W. E. Lea, who recently purchased the property of the Fairbury Mill & Elevator Company at Fairbury, Neb., has taken his two sons into partnership with him.

P. G. Meisenheimer, J. W. McCutcheon and seven others have incorporated the Pilot Grove Farmers Elevator Company of Pilot Grove, Mo. Its capital stock is \$20,000.

A grain elevator of 30,000 bushels' capacity and mill of 100 barrels' capacity will probably be erected at Medford, Mo., for the Medford Mill & Elevator Company.

John Wetz, Elmer Ohlson, Frank Shedd have incorporated the Exchange Co-operative Grain & Mercantile Company of Hardin, Kan. Its capital stock is \$25,000.

Additional wheat storage of 30,000 bushels is to be erected at Sweet Springs, Mo., for the Sweet Springs Milling Company. It will also increase the capacity of the mill.

The Burrell Engineering & Construction Company has the contract from the Burke Grain Company of Little River, Kan., for the construction of a 25,000-bushel elevator.

Capitalized at \$10,000, the Tradesmen's and Farmers' Co-operative Association has been incorporated at Ravenna, Neb. The firm will handle grain, flour and foodstuffs.

The Farmers Union Co-operative Grain & Stock Association has purchased the J. C. Wolfe Building at Lodge Pole, Neb., and will open a co-operative general merchandise store.

The Homer Elevator at Russell, Kan., has been purchased by a company of which T. B. Carter is president and J. P. Ruppenthal, secretary-treasurer. Possession will be given on June 1.

J. K. McGuire, F. C. Eubank and G. L. Glassmire and others have incorporated the Farmers Elevator Company, No. 5, of Amoret, Mo. The capital stock of the firm is \$16,000.

The Highland Grain Company of Grand Island, Neb., has finished a new 5,000-bushel addition for grinding and sacking; also car storage room with automatic sacker and two stand grinder.

The Bala, Kan., elevator property of the Farmers Co-operative Mercantile Association has been sold to the Russell Milling Company. Its Homer elevator has been sold to a new stock company.

The Zarah (Kan.) Mill & Elevator Company has been incorporated capitalized at \$25,000. The firm will build a new 15,000-bushel elevator of reinforced concrete with feed mill, warehouse, etc.

The interest of H. W. Bowman in the Farmers Elevator & Mercantile Company of Lebanon, Mo., has been sold by him to L. A. Hoke. L. A. Hoke, F. H. Smith and E. E. Hoke are members of the company now.

The elevator of Dave Lord at Randolph, Neb., has been purchased by C. Graves, who has been connected with the McCaul-Webster Elevator Company of Sioux City, Iowa. Possession was given on March 1.

The grain elevator located at McPherson, Kan., has been purchased from the Weber Milling Company of Salina, Kan., by the Houston-Morrison Lumber Company. The Weber concern just recently purchased the plant.

A. J. Harrison, F. B. Rauch, A. J. Abell and others have incorporated the Morehouse Grain & Supply Company of Morehouse, Mo. Its capital stock is \$18,000. The company will conduct a grain and elevator business.

The Farmers Feed & Supply Company of Maryville, Mo., and Glover & Alexander have consolidated and will conduct a grain, feed and coal business under the name of Glover, Alexander & Co. John W. Airy will be manager.

FIRE S - CASUALTIES

Muskogee, Okla.—The elevator of the Davidson Mill & Elevator Company was burned with a loss of \$60,000.

Danville, Va.—The elevator of the Westbrook Elevator Company burned recently with a loss of \$75,000.

Chickasha, Okla.—On February 24, the 40,000-bushel elevator of the Choctaw Grain Company burned.

Carlos, Ind.—On February 3 fire destroyed the elevator of H. A. Gaddes. The origin of the fire is unknown.

Greene, N. D.—The Farmers Elevator here was destroyed by fire. The elevator was nearly full of grain at the time of the fire.

Stilwell, Kan.—Fire recently destroyed the buildings occupied by the Blaker Lumber & Grain Company. Chester Lockwood is manager.

Suffolk, Va.—Damages of \$35,000 were done to the elevator of the Virginia Mills, Inc., on February 17. The fire was started by sparks from a nearby factory.

Russell, N. D.—Flames totally destroyed the Farmers Elevator together with 2,000 bushels wheat on March 3. Loss is partly covered by insurance.

Pinconning, Mich.—Fire destroyed the elevator of the East Michigan Bean & Grain Company with a loss of \$75,000. The elevator was purchased about six months ago.

Rudyard, Mont.—The elevator of the St. Anthony & Dakota Lumber Company was destroyed by fire on February 28. It is believed that the origin of the fire was incendiary.

Camden, N. J.—Fire destroyed the grain elevator and warehouse of Sitley & Son, Inc. The elevator contained a quantity of grain and hay. The establishment was a total loss.

Constantine, Mich.—The Farmers Elevator here burned on February 3. The fire started in the railway depot. The elevator was built in 1909 or 1910. Later it was rented by W. G. Gibson. About two

years ago the Constantine Co-operative Buying & Selling Association took it over. Building was covered by insurance.

Hanna, Okla.—Cochran & Co.'s feed house was destroyed by fire and between 1,000 and 1,500 bushels of corn were partially destroyed. The loss is partly covered by insurance.

Catoosa, Okla.—The elevator of Bower, Brown & Baxter Elevator Company was burned. The loss amounted to \$6,000; insurance, \$3,600. Insurance on the grain amounted to \$6,000.

Bordulac, N. D.—Fire destroyed the engine room of the Farmers Co-operative Elevator. The fire originated from an overheated exhaust pipe. No damage was done to the main elevator.

Douglas, N. D.—The Atlantic Elevator burned March 2. The fire threatened for a time to destroy the Minnetonka Elevator but was prevented from doing so by quick action of the fire fighters.

Breckenridge, Minn.—Crossed electric wires are believed to have caused the fire which destroyed the elevator of G. B. Southall on March 1. The elevator was filled with grain and the loss is heavy.

Schoolcraft, Mich.—The elevator formerly owned by Walter J. Thomas was burned on February 10. The plant had a capacity of 40,000 bushels. Several thousand bushels of grain were destroyed. Small insurance was carried on the building and stock.

Des Moines, Iowa.—Fire gutted the building occupied by Sargent & Co., feed and flour dealers. Loss amounted to \$100,000. The company will rebuild immediately. The company secured temporary quarters the day after the fire and continued business.

Chicago, Ill.—Fire, which threatened for a time to destroy the entire plant, broke out in the shaft of the grain elevator of the Northwestern Malt & Grain Company here on March 12. Malt and grain valued at nearly \$100,000 was destroyed. The origin of the blaze is unknown.

OBITUARY

ANDREWS.—Clayton Andrews died from double pneumonia. He was wheat salesman for the Van Dusen-Harrington Company, Minneapolis, Minn. He was a veteran member of the Minneapolis Chamber of Commerce Association.

BAKER.—Pneumonia caused the death of Geo. T. Baker of Barrington, R. I., aged 77 years. He entered the grain business at the close of the Civil War, of which he was a veteran, with his brother-in-law, W. R. Wrightman. Later he was associated with the Baker, Hale Company which conducted a wholesale grain and flour business and operated the old Adams Elevator. He retired in 1897.

BEESMER.—On February 5, John W. Beesmer died at Beatrice, Neb. He was at the time of his death president of the Adams Farmers Union and vice-president of the Farmers Elevator Company.

CHURCHILL.—Frank L. Churchill died at Fairbury, Ill., where he was engaged in the grain business. He was 60 years old at the time of his death.

DARBY.—Pneumonia caused the death of U. C. Darby at Silver Creek, N. Y. Mr. Darby was representative of the Huntley Manufacturing Company in the Southeast section, covering Maryland, eastern Pennsylvania, Virginia and North Carolina and lived at Williamsport, Md. He was a very able man of long experience in the milling profession and was well known.

DICKINSON.—Aged 62 years, Nathan Dickinson died at his home in Lake Geneva, Wis. Mr. Dickinson was formerly treasurer of the Albert Dickinson Seed Company. He was connected with the seed company until ill health forced his resignation as treasurer in 1913. His widow and two children survive him.

DICKERSON.—W. H. Dickerson was crushed to death beneath a wheat separator. He was a well-known grain dealer of Onton, Ky.

FERRIS.—Matthew A. Ferris died at his home in Philadelphia, Pa., aged 66 years. He was a dealer in feed and flour.

FARLEY.—M. M. Farley died recently at Phoenix, Ariz. He was salesman for the Superior

Feed Company of Memphis, Tenn., and covered the Southeast with headquarters at Atlanta, Ga.

HOLSTEIN.—On March 4, G. C. Holstein died at Milwaukee, Wis. Mr. Holstein was connected with the Mohr-Holstein Commission Company and had been a member of the Chamber of Commerce there since 1876.

HOOKAWAY.—Robt. Hookaway died recently at London, Ont. He was connected with R. Hookaway & Son, flour and feed merchants.

IMMER.—Aged 43 years, E. B. Immer died from influenza at St. Louis, Mo. He had been a broker on the St. Louis Merchants Exchange for 20 years. At one time he was a member of the Chicago Board of Trade and was also connected with the United States Grain Laboratory.

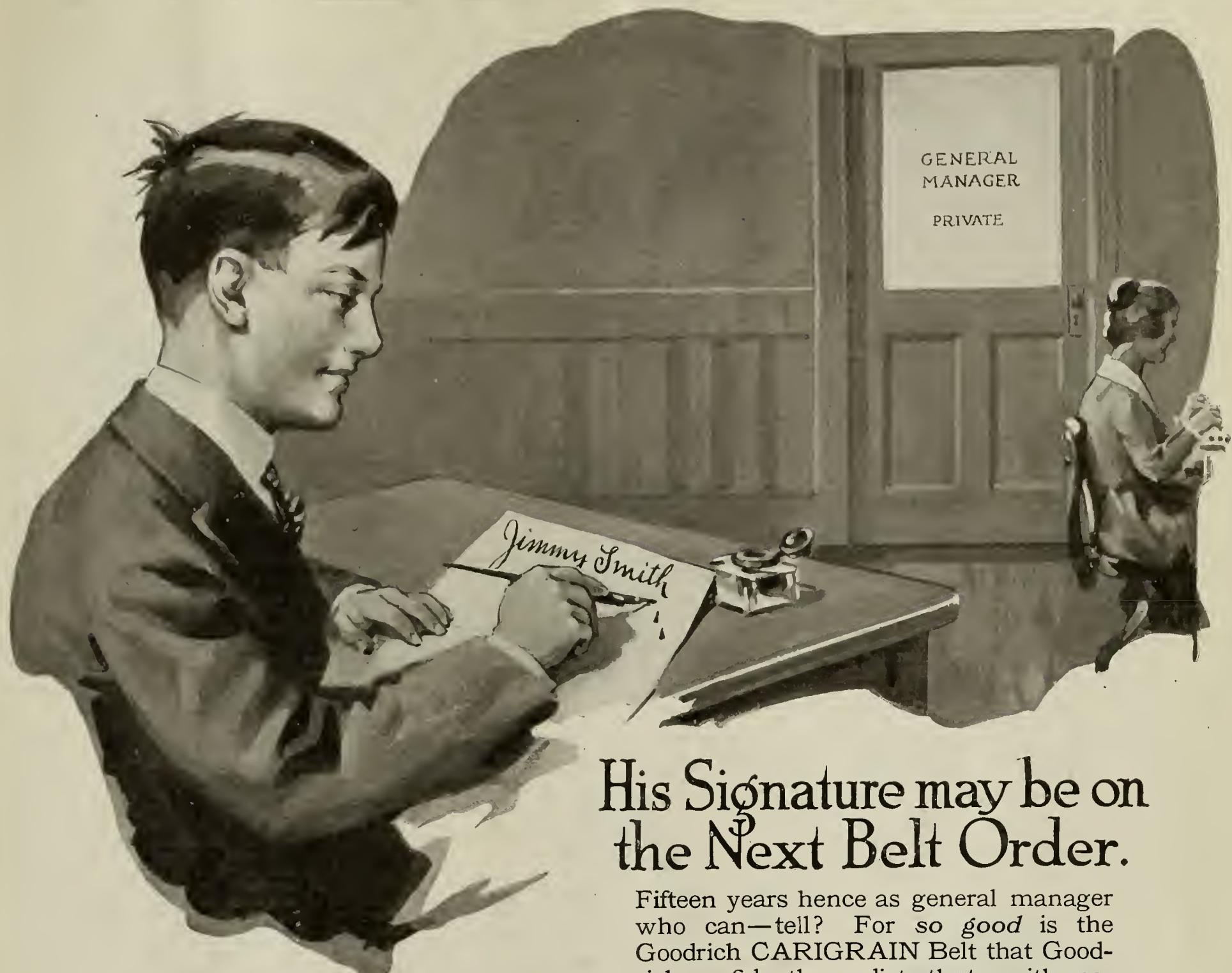
KOELZER.—On January 26, aged 89 years, P. J. Koelzer died at Antigo, Wis. He conducted a flour and feed store for a number of years but retired from active business a few years ago.

KOHLHAMER.—After an illness of several months, Robert Kohlhamer died at his Chicago, Ill., residence. He had been in the grain business in Chicago for 30 years and held a membership on the Board of Trade. His widow survives him.

LAMSON.—S. Warren Lamson died of pneumonia at Pasadena, Calif., on February 25. He had been a resident of Chicago for nearly 50 years. From 1875 until 1906 he was associated with his brother, the late L. J. Lamson under the firm name of Lamson Bros. & Co., in the grain commission business on the Chicago Board of Trade. Since 1906 he has been in several private enterprises. Two daughters survive him.

MOTTER.—On February 6 Isaac Motter died suddenly at Sidney, Iowa. Mr. Motter was vice-president of the J. L. Frederick Grain Company and was a charter member of the St. Joseph Board of Trade and the St. Joseph Grain Exchange.

McMILLAN.—On March 5, Robt. M. McMillan died at his home in New Orleans, La. He was formerly chief grain inspector of the New Orleans Board of Trade Grain Inspection Department. But



His Signature may be on the Next Belt Order.

Fifteen years hence as general manager who can—tell? For so good is the Goodrich CARIGRAIN Belt that Goodrich confidently predicts that—with reasonable care—it will deliver fifteen years of faithful, economic service. The finest in craftsmanship is CARIGRAIN Belt!

How painstakingly the especially woven fabric has been selected, how watchful have been its makers in the removal of all excess stretch, with what care and rare judgment the gums for friction and cover have been chosen—material here for an industrial romance.

Fulfilled! The need of a belt that will write worries off your mind for a generation. *Economy precisely defined!*

A world of "Reason Why" awaits you in the Goodrich Grain Belt Catalogue. Send for it. And don't overlook LEGRAIN—CARIGRAIN'S Quality kin for "leg" service.

Goodrich "Carigrain" Belt

FOUNDED 1869



THE B. F. GOODRICH RUBBER COMPANY
Akron, Ohio

Best in the Long Run

THE AMERICAN ELEVATOR AND GRAIN TRADE

for the past 18 or 20 years has been conducting a grain brokerage business. He was an honorary member of the Board of Trade.

OLSON.—During February, N. J. Olson died at Salt Lake City, Utah, while on his way to California. He was at the head of the Olson Seed Company of Moorhead, Minn.

OVEROCKER.—Wm. J. Overocker died on February 19 while on a visit to Clifton Springs, N. Y. Mr. Overocker was a resident of New York City and was well known as an old time hay man of that city. He first became associated with the hay trade in 1884 when he was employed as salesman for N. A. Fuller & Co. In 1889 he organized Overocker & Hatch. When Mr. Hatch nine years later entered the hay business on his own account, Mr. Overocker incorporated as Wm. J. Overocker, Inc., and continued as such until about 1913, when he was obliged to take a rest because of ill health. In 1914 he re-entered the hay business as Wm. J. Overocker and continued as such until his demise. He served for one year as president of the New York Hay Exchange Association.

PRICE.—Capt. William Price died on February 9 at New York City from pneumonia aged 79 years. He was for many years a prominent member of the Merchants Exchange.

SKEHAN.—Henry L. Skehan died on February 21 at Lima, N. Y.

SMITH.—Jas. Smith died at New York City aged 66 years, following a serious operation. He was associated with Smith & Miller, exporters, and was a member of the New York Produce Exchange.

WADDELL.—Wm. Waddell recently passed away. He was with Waddell & Pallard, grain merchants at Newton, Ont.

WALTERS.—William C. Walters died recently at his home in Toledo, Iowa, aged 76 years. Mr. Walters was an old time grain man having entered that business in 1885 with S. N. Dodd at Gladbrook. In 1886 fire destroyed that establishment. In 1887 Mr. Walters purchased an elevator at Toledo and operated this until 1903. He was also interested in several other enterprises at Toledo. His widow and two sons survive him.

WARD.—Influenza caused the death of C. Ward, a grain dealer of Oberlin, Ohio, aged 53 years.

GRAIN TRADE PATENTS

Bearing Date of January 27, 1920

Portable elevator.—Homer Robert Kees and Elbert Franklin Thomas, Pampa, Texas. Filed April 30, 1919. No. 1,329,084.

Corn cleaner.—James Walton Harris, Turbeville, S. C. Filed July 11, 1918. No. 1,328,872.

Machine for separating wild peas from wheat, etc.—Clarence W. Carter, Minneapolis, Minn. Filed April 30, 1917. No. 1,328,819.

Bearing Date of February 3, 1920

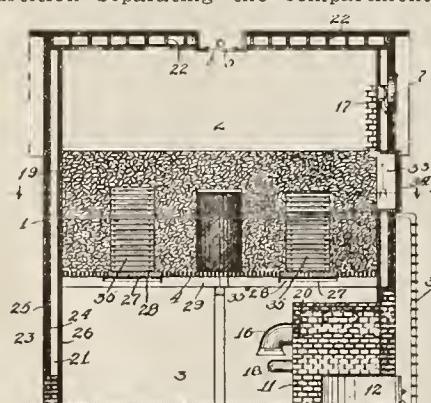
Feeder for corn shellers.—Leo Fisk, Bloomfield, Neb. Filed February 9, 1916. No. 1,329,703.

Grain door for box cars.—Charles J. Phillips, Spencer, Iowa. Filed August 19, 1918. No. 1,330,031.

Bearing Date of February 10, 1920

Drier.—Bert M. Kuhn, Bloomington, Ill. Filed February 25, 1918. No. 1,330,195. See cut.

Claim: In a drier, the combination of a structure having a lower and an upper compartment, a reticulated partition separating the compartments, means



for supplying heated air to the lower compartment, and a reticulated floor communicating with the lower compartment and resting on and movable over the surface of the reticulated partition.

Bearing Date of March 3, 1920

Apparatus for preparing feed for stock.—Peter McIntyre, Memphis, Tenn. Filed June 30, 1919. No. 1,332,629.

Grain door remover.—Timothy C. Manning, Omaha, Neb., assignor of one-half to Samuel P. Mason, Omaha, Neb. Filed September 13, 1918. No. 1,332,404.

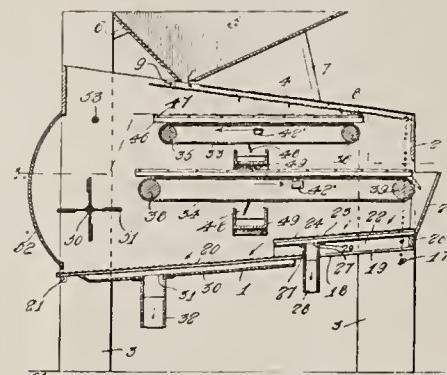
Bearing Date of February 24, 1920

Grain drier.—Hubert C. Ellis, Evanston, Ill., assignor to Ellis Drier & Elevator Company, Chicago,

Ill., a corporation of Wisconsin. Filed January 2, 1919. No. 1,331,983.

Wild oats separator.—Alexander K. Algeo, Hope, N. D. Filed December 1, 1917. No. 1,331,608. See cut.

Claim: A wild oats separator including a body, upper and lower screens mounted in the body, a plurality of separating aprons operating in opposite directions interposed between the screens, means for

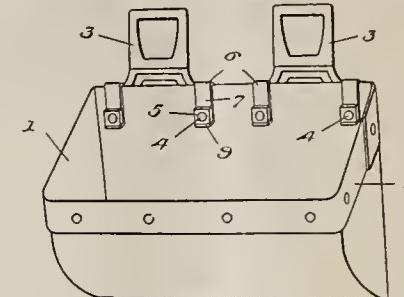


preventing grain from falling about the sides of the aprons, means for removing the wild oats from the aprons, means for operating the aprons and simultaneously imparting a vibratory movement to the

screens, and means for conveying the cleaned grain from the body.

Grain cup slip.—Joseph Walton Williams, Bla-
bon, N. D. Filed March 20, 1919. No. 1,332,090. See cut.

Claim: The combination of a conveyor member having attaching portions, a cup having its back bearing against said portions, bolts extending forwardly through said portions and back of the cup with their heads at the rear, nuts on said bolts at the inside of the cup, and doubled clips fitting over the upper edges of said portions and back of the cup to hold said edges



together, said clips overlapping the opposite sides of said portions and back of the cup, the arms of said clips having apertures through which the bolts extend to hold the clips on the upper edges of said portions and back of the cup, the inner arms of the clips having their end portions bent forwardly under the nuts to prevent them from turning.

FIELD SEEDS

TRANSPORTATION DELAYS

Trade in grain and grass seeds here in the past two weeks has been hindered mostly by the delays in transportation. There is a moderate demand for red clover, timothy, red top, and Kentucky bluegrass seed. We are expecting an increase in the trade during the future 30 days. Trade in seed oats and seed barley is better than usual.—*Chas. E. Prunty, St. Louis, in letter of March 9.*

NEW SEED TRADEMARK

The following new seed trademark was recently published in the *Official Gazette of the United States*

LONE STAR

Patent Office: "Lone Star" oat seeds. Pittman & Harrison Company, Sherman, Texas. Filed October 28, 1918. Serial No. 113,922. See cut.

CLOVER SEED PRODUCTION SLOWLY DIMINISHING

Clover seed scarcity in Ohio is becoming more apparent year after year according to specialists at the Ohio Experiment Station. The price of clover seed this year is as high as \$35 a bushel. This high price seems to be causing a decrease in the clover acreage.

In eastern Ohio the production of clover seed has gradually diminished, so that much of the seed must be purchased from other sections.

It is shown that where the land is limed and acid phosphate is used as a fertilizer the production of clover seed gradually returns, indicating that the phosphorus content of the soil is partly responsible for clover seed production after the acidity has been corrected. Red clover does not thrive on acid soils.

In the western districts of Ohio clover seed is still produced, but not in as large amounts as was grown a decade or so ago.

Some plant diseases are also responsible for a lack of clover acreage in Ohio, anthracnose being the most common. This causes plant to die about harvest time.

Root rot causes a loss in some sections.

SEED DEMAND LIGHT

There is very little news to write at this time regarding the seed demand. More could be said later with seasonable weather. But the following brief statement covers the situation at the moment:

With an unprecedented and protracted spell of wintry weather, there was no activity in the seed trade following the turn of the year. It could hardly be expected that the active buying in late December should continue. Purchases that were made at that time had to move from buyers' hands to their own trade. Freight congestion, embargoes and snow blockades prevented such movement. The first decade of March broke the records for cold weather in the Weather Bureau at Chicago. Lower levels in both clover and timothy seed resulted. There has been some anxiety less there be a late spring and a short seeding season. Still,

it may be said—it is more seasonable to have cold weather at the opening of March than at the end of the month or early April. Notwithstanding all this, there has been a marked depletion in stocks of red clover, alsike clover, and sweet clover the past 60 days. The stocks of light grasses are very small. Timothy seed is dull—without special interest. *Continental Seed Company, in letter of March 12.*

OPTIMISTIC IN REGARD TO SPRING DEMAND

We have experienced for the last three weeks, or a month, very quiet demand in practically all commodities in the seed line. Of course the very bad weather which the Eastern and Central States have been experiencing, is no doubt responsible for these conditions. Railroad conditions have been very unsatisfactory, affected a great deal by Eastern storms which have resulted in numerous blockades at important terminals, resulting in embargoes on practically all commodities outside of absolute food necessities. The car situation has also been very acute here, as we know it to have been all over the Northwest. We feel that both these conditions have had a great deal to do in the falling off of demand for seed to the Eastern trade.

So far as local trade is concerned, we find considerably less than normal demand, due probably to the fact that we enjoyed an extremely heavy business a little earlier in the season. We presume that it is hard for our local trade to work up any enthusiasm with the prevailing high prices and extremely cold weather.

We feel very optimistic to the future and believe that with the first signs of spring, we will be unable to take care of the rush of business. We feel that in spite of the high prices, there will be a normal demand for field seeds and on account of conservative early buying, expect a big spring rush.—*Minneapolis Seed Company, in Letter of March 11.*

CLOVER SEED FURNISHES SOME THRILLS

High for March \$34.50 made Tuesday of last week; low \$33.25 Friday; then back to \$34. Why this activity, break and recovery? It's this way: Market bound to be narrow and subject to violent changes due to high prices, light stocks in Toledo and very small receipts. Stocks decreased this week 340 bags, leaving the total slightly over 5,000. Lack of demand due to bad weather in the East and still frozen up balance of the country very likely discouraged some holders who had stayed with it all season, and then got cold feet at the eleventh hour. 'Twas ever thus. History always repeats. With the coming of the real seeding demand a showdown is in order. Domestic stocks never were lighter, but will be taken to the last pound irrespective of price. It's preferred over the foreign. Imports to date of fair amount. Opinions differ as to the amount. Any way does not seem to be a burden wherever it is.

Season's receipts 21,617 against 29,099 year ago, 25,674 two years ago, 53,461 three years ago, and 44,080 four years ago. Shipments for the same time 18,057 against 24,220 last year, 50,655 two years ago, 36,882 three years ago, and 20,428 four years ago. Based on receipts and shipments and carry-over, Toledo stocks are 5,117 bags against 5,459

(Continued on Page 754)

Now Is the Time to Make Sure of Your Season's Supply of



The tremendous demand for Ankorite Steel Drive Posts from our established dealers makes it impossible for us to promise immediate shipment on new orders. We are doing our utmost to meet the situation, but even our tremendous facilities are being severely taxed.

But you still have time to get a supply of Ankorite Posts for the best part of the selling season—**IF YOU WILL LET US KNOW YOUR REQUIREMENTS AT ONCE.**

The fencing season is almost at hand. Farmers want Ankorite Steel Drive Posts, and they want to buy them from you if you have them in stock. But they can't

afford to wait—if you can't supply them with Ankorites they'll seek them elsewhere or look for a substitute.

We have a tremendously effective sales plan that is helping Ankorite dealers sell posts as they never sold them before. Write for 24-page Prospectus and details of exclusive sales proposition.

But above all—**GET THE POSTS!**

TO ANKORITE DEALERS If the supply of posts which you have ordered is not sufficient to meet your entire season's demand, by all means place your order at once for your additional requirements, so you may be absolutely sure of having the posts when you need them. This is merely for your protection and to avoid the possibility of disappointment on belated orders.

Two Sturdy Ankorite Types—Angle Post and "T" Post
Be Sure to State Which Type Is Wanted

Calumet Steel Company—208 S. La Salle St.—Dept. 6—Chicago

HESS DRIERS

are staple. They insure against deterioration of grain in storage. They insure against losses from heating in transit. *They are used Everywhere* by the largest and best known grain dealers and are recognized as the standard for all that is excellent in grain drying apparatus.

A free illustrated book describes them

We make and sell dockage sieves for wheat and corn. Also Brown-Duvel Moisture Testers, scales, kettle testers, Boerner samplers and all the other devices used in grain sampling and testing. Free booklet.



Aluminum Dockage Sieve and Pan for Corn. We have them for Wheat also.

HESS WARMING & VENTILATING CO.
1210 TACOMA BUILDING, CHICAGO, ILLINOIS

THE AMERICAN ELEVATOR AND GRAIN TRADE

week ago, 6,548 last year, 1,477 two years ago, 28,076 three years ago and 32,149 four years ago. New York reports imports 1,100 bags red clover and 608 alfalfa.—J. F. Zahm & Co., Toledo, in letter of March 9.

COLD WEATHER CAUSES RIGHT SEED TRADING

We would like to say a few things regarding the seed business. With us, as with most seed dealers, business has been very light for the past six weeks. The weather has been very much against the buying of seed, prices of all field seeds are high and naturally the farmer is putting off buying as long as he possibly can. The weather at this writing shows signs of turning spring-like and naturally the farmer will begin to think about buying seed and regardless of the price he, no doubt, will buy freely. Prices right now are considerably below the recent high points. Indications are, however, that there will not be sufficient timothy seed for domestic use. Stocks are large in places like Toledo, but the shipments from that market have been very heavy recently and the chances are they will continue so all during the month of March. Timothy seed is pretty well out of the hands of the country dealer. It has found its way into strong hands. Very few of the jobbers have much seed and will have to go to these dealers sooner or later in order to secure requirements for their trade. The car situation is such that it behoves the jobber to get his orders in early if he does not want to worry himself sick about getting the seed delivered in time for the spring trade. Should the exchange rate become more favorable there might be a good export business done in timothy seed. Guess they will need considerable of it across the water. March timothy seed is offered in this market at \$14.25 which is \$1 below the recent high point. Some of our friends in the South advise us that their demand for seeds this year has been greatly in excess of previous years, this including the year 1918, which was their banner year. The same condition should prevail here in the North as soon as the weather turns spring-like and the farmer is able to get into his field. We think the demand for clovers, alfalfa, alsike and redtop will also be very brisk.—Rosenbaum Brothers, in letter of March 9.

NEW MISSOURI SEED LAW

The new Missouri Seed Law, which became effective the first of the year, makes the following label requirements, when sold in quantities of 10 pounds or more for seeding purposes:

Commonly accepted name of the seeds; Approximate percentage by weight of purity, that is, freedom from inert matter and other seeds distinguishable by their appearances; Approximate total percentage by weight of weed seeds, that is, seeds or bulblets of quack grass, dodders, Russian thistle, wild carrot, sorrels, docks, buckhorn and other varieties of plantain, and wild onion, and all seeds not included in the above list of agricultural seeds.

Name of each kind of weed seeds or bulblets mentioned which are present singly or collectively in excess of (1) 1 in each 5 grams of timothy redtop, tall meadow oat grass, orchard grass, crested dogtail, Canada blue grass, Kentucky blue grass, fescues, brome grasses, perennial and Italian rye grass, western rye grass, crimson clover, red clovers, white clover, alsike clover, sweet clover, Johnson grass, alfalfa and all other grasses and clovers not otherwise classified; (2) 1 in 100 grams of wheat, oats, rye, barley, buckwheat, vetches and other seeds as large or larger than wheat, and (3) 1 in 25 grams of millets, rape, flax and other seeds not specified in (1) and (2) above.

The tag must also show approximate percentage of germination, with month and year of germination test; full name and address of vendor and name of state where grown, or if unknown a statement to that effect.

In the case of mixtures of alsike and timothy, alsike and white clover, red top and timothy and alsike and red clover, sold or offered or exposed for sale in lots or packages of 10 pounds or more, there must be affixed to the container a tag or label stating that the seed is a mixture; name and approximate percentage by weight of each kind of agricultural seed present in excess of 5 per cent by weight of the total mixture; approximate percentage by weight of weed seeds, that is, seeds or bulblets of quack grass, dodders, Russian thistle, wild carrot, sorrels, docks, buckhorn and other varieties of plantain, and wild onion, and all seeds not included in the above list of agricultural seeds; approximate percentage by weight of inert matters; name of each kind of seed or bulblets of the noxious weeds just mentioned which are present, singly or collectively, in excess of 1 weed seed or bulblet to 15 grams of the mixture; approximate percentage of germination of each kind of agricultural seed present in excess of 5 per cent by weight, with month and year of tests; and full name and address of the vendor.

In the case of special mixtures, outside of those just mentioned, which are sold or offered or exposed for sale as mixtures in lots of packages of 8 ounces or more, there must be affixed to the container a tag or label stating that the seed is a mixture; the name and approximate percentage by weight of each kind of agricultural seed present in such mix-

ture in excess of 5 per cent by weight of the total mixtures; approximate total percentage by weight of the weed seeds mentioned in the preceding paragraph and all seeds not given in the foregoing list of agricultural seeds; approximate percentage by weight of inert matter; name of each kind of seeds or bulblets of the noxious weeds above mentioned which are present singly or collectively, in excess of 1 seed or bulblet in 15 grams of the mixture; and full name and address of person or company selling it.

SEEDS LESS ACTIVE IN NEW YORK

BY C. K. TRAFTON

The activity reported in the local seeds market during January was continued during the first half of February, but afterwards there was much less animation, and especially early in March when great dullness was noted in some quarters. The latter was traceable almost wholly to abnormal climatic conditions, the unusual backwardness of the season naturally postponing the opening of spring trade in retail circles, which was naturally reflected in primary markets. As far as prices are concerned there has been a great deal of irregularity, but in the main the feeling has been easier. Practically the only exception to this rule were Japanese millet, fancy Kentucky blue grass, and dwarf Essex rape. In a few cases there were no changes of moment, but other varieties showed losses ranging during the course of the month from one-half to two cents per pound.

In the judgment of experienced and conservative merchants, the generally easier tendency was not traceable to conditions existing in the seed trade itself, but to outside conditions which have had a similar depressing effect upon other kinds of merchandise. The most important of these was the financial situation here and abroad. In the seed trade, as in many others, certain dealers who had accumulated fairly large holdings in anticipation of higher prices were forced to sell a part at least of their lines because banks refused to grant further accommodation. This, of course, was in line with the policy of the Federal Reserve Bank to curtail commercial credits and thereby force prices generally to lower levels by compelling holders to throw their goods on the market. Another factor was the great unsettlement created by the striking weakness in foreign exchange rates, especially early in February, when sterling reached a new low record level of \$3.18. Latterly, however, there has been great improvement in this respect, sterling rallying to over \$3.70.

Red clover was in good demand early in February from dealers who expected their spring trade to open up much earlier than it did. Subsequently demand became inactive owing to the late spring and the resultant absence of retail orders. At this time the price is about 56 cents per pound, compared with a range of 55 and 56 cents a month ago. Leading handlers are holding their stocks firmly at 56 cents, maintaining that stocks are short and will be cleaned up entirely within a few days as soon as demand does develop. Arrivals from Europe were about 10,900 bags, against 7,900 bags the month previous. Still, only small additional quantities are said to be on the way. France is offering only small lots at 51 cents c.i.f. New York. Also, they cannot guarantee early shipments as the recent railroad strike caused great congestion. Moreover, ocean freight room is scarce. Hence the offerings are mainly for March-first-half April shipment. Italy is also offering small quantities at 50 cents per pound c.i.f. New York.

Alfalfa was also in good demand early in February in anticipation of an early spring distribution. Disappointment on this score checked buying later in the month, but did not cause any weakness. In fact, the local price is just about what it was a month ago, viz., 38 and 41 cents. The steadiness was traceable largely to the conviction that it will be impossible to bring additional shipments of importance from Europe in time for the local spring trade. It is true the arrivals during the month were large, roundly 4,125 bags, against about 1,650 bags in January. This total included 1,757 bags from Argentina, but of this quantity 718 bags were lost when the steamer *Moecasin* sunk at her dock here. This was especially important as it was said to be the only seed available on spot at that time. Claims that European seed will arrive too late for use here are based on the fact that the majority of Italian sellers are asking for extensions on contracts. They have asked to have February contracts changed to March and doubtless many will be unable to fill March contracts. The trouble arose primarily from the strike on steamships in Italian ports. Following the removal of this obstacle, business was seriously hampered by a great shortage of coal. As a consequence it was difficult to bring seed to the seaboard from interior houses. Nevertheless, shippers there are offering fair supplies at \$74 per 100 kilos (about 33½ cents per pound, c.i.f. N.Y.) against quotations a month ago of \$75 and \$80 per 100 kilos (34½ to 36½ cents per pound, c.i.f. N.Y.). This seeming weakening is traceable wholly to a realization of the fact that

importers here will not be willing to pay high prices for seed which will probably arrive here too late for use.

Crimson clover prices show no change of importance, although in some quarters a decline of about one-quarter cent is reported as compared a month ago owing to lack of demand. The latter, however, created no general surprise, demand at this season being invariably confined to April or later deliveries. In fact, it is not until May and June that demand reaches its "peak." Consequently experienced and conservative traders express no uneasiness regarding the future course of prices. In fact, they argue that because of the present shortage an appreciable advance will unquestionably occur when the seed is wanted. It is pointed out, for one thing, that stocks here are about one-third as large as usual at this time of the year. Moreover, it is reliably estimated that the balance remaining unsold in France is only about 300,000 pounds, roughly 10 carloads, whereas it should be at least five times as large. French seed is now quoted at 11½ cents for F.A.Q. and 12 cents for choice, c.i.f. N.Y., against 13 and 13½ cents a month ago. According to well-informed importers, the price would appear to be satisfactory were it not for the fact that much of the seed sold as fair average quality has proved to contain a large percentage of brown seed. It seems evident that all of the good seed in France has been cleaned up. Arrivals were about 4,400 bags, including 756 bags from Germany, compared with none in January.

Timothy was in good demand early in the month, largely because of the advance in Toledo following the appreciable reduction of stocks there. Subsequently demand abated and a decline of about three-quarters of a cent occurred, the present quotations being \$14.25 @ \$14.75. This was partly due to the depression in other lines and partly to the fact that numerous large holders, some of whom had simply bought on speculation, were unable to carry their stocks any longer because of higher interest charges, and hence were forced to reduce their holdings. Small lots were placed for export.

Alsike likewise enjoyed a fair flurry of activity early in the month, reflecting hopes that active distributing demand would appear as usual in March. The subsidence in the demand later was traceable largely to the backwardness of the season, it being argued that with wintry conditions still prevailing dealers will not load up with seed at recent high record levels. In spite of the quietude, prices show no noteworthy change as holders are firm, being convinced that the crop was far below early estimates and that every pound will be needed.

Fancy Kentucky blue grass has advanced from one to two cents during the month. Middle Western buyers have been trying to buy back everything available and offerings are turning out extremely small. Holders of 21 pound seed are asking 30 cents f.o.b. shipping point, compared with 29 and 29½ cents a month ago.

Although Japanese millet has not been particularly active, there has been enough demand to cause an advance of 3½ cents. Buyers are finding offerings extremely small and many are convinced that the production was much smaller than they had previously assumed.

Included in the arrivals from abroad were 300 bags of white clover, about 1,290 bags of rye grass, 1,815 bags of orchard grass, 735 bags of vetch, 275 bags of rape seed, and 2,530 bags of canary seed. Exports were confined to 200 bags of grass seed to France.

V. L. Baer succeeds W. L. Franklin as manager of the Four States Seed Company of Clayton, N.M.

The capital stock of the Sioux City Seed Company of Sioux City, Iowa, has been increased from \$500,000 to \$1,000,000.

J. B. Garrison has incorporated at Charlotte, N.C., as the American Seed Company. The company capital stock is \$125,000.

The capital stock of the concern operating at New York City as Carter's Tested Seeds has been increased from \$100,000 to \$250,000.

A wholesale seed house is to be established at Craig, Colo., by H. B. Kobey. He will handle general line of seeds, feed, poultry and stock supplies.

R. R. Groninger, A. W. B. Kjosness and A. E. Wade have incorporated at Lewiston, Idaho, as the Idaho Seed Company. Its capital stock is \$25,000.

A retail and mail order seed business is to be conducted at Elizabeth City, N.C., by Buxton White. He will handle a complete line of field, garden and flower seeds.

A retail seed store has been opened at Great Falls, Mont., for the Barkemeyer Seed & Grain Company. It has done a wholesale business there for several years.

The Kentucky Seed & Grain Company of Louisville, Ky., has purchased a two-story building and will occupy it. Consideration was named at \$60,000. J. L. Marshall is president and Geo. E. Hays, vice-president.

(Field Seed Notes continued on Page 757)

“Crop Insurance”

by buying hardy Wisconsin
Grown Medium, Mammoth,
Alsike, Alfalfa, Timothy,
Sweet Clover, etc.

The Wisconsin Grown clovers which we offer are not to be compared to southern grown imported seed which easily “winter-kills.” Protect your best farmer trade by insisting on native grown hardy clovers.

Milwaukee Seed Co.

Milwaukee, Wis.

HAY, STRAW AND FEED

TEXAS REQUIRES NET WEIGHT ON FEED SACKS

The Texas Department of Markets and Warehouses has ruled that it will be necessary to stencil the correct net weight on all feed sacks in addition to carrying the same information on the label which is provided for by the Pure Food Law. The stenciling must be done before the packages are offered for sale.

MARKET YOUR HAY NOW

"Our advice is to market as much of your hay as cars are available for this month," say Albert Miller & Co. of Chicago, in a late letter. "The demand will undoubtedly be greater the balance of this month than any time again this season and especially the shipping demand."

"We have letters from out of town customers today, asking us to ship them hay and name our own price."

"Trade must have hay, price is no object. That is the state of the trade right now. What is going to be the result? Higher prices undoubtedly."

NAPIER FODDER IN CALIFORNIA

The more popular name for this grass is elephant grass. It comes to us from Rhodesia by way of Australia. In general appearance it resembles corn or sorghum, and grows from 6 to 20 feet high with perennial fibrous roots from which arise at the crown numerous stools, producing 40, 60 or 80 stems in a single season.

Kennedy, of the California Experiment Station, reports that it may be cut from one to three times, depending upon the length of the season, and the available moisture. Although a semi-tropical plant the indications are that well-established roots will withstand the winters in such localities as the Santa Clara Valley, south to Santa Barbara, Los Angeles and San Diego, and the milder regions of the San Joaquin and Sacramento Valleys.

TIMOTHY HAY MARKET FIRM

The Mullally Hay and Grain Company of St. Louis, Mo., in letter of March 12 says: The demand is good for most all grades of timothy and clover mixed. The movement here has been very free and our market has kept well cleaned up and is practically bare of hay at the close today and is in good condition for fresh arrivals and we advise prompt shipments. There is a fair demand for clover hay, particularly so for Number 1 and choice, which is in scant offerings. Prices on clover, however, are not ranging quite as high as they have been as the liberal offerings of alfalfa have lessened the demand for clover to some extent. Prairie hay is ruling quiet and easier with a fair demand for Number 1 and choice at the prevailing prices. Some inquiry for good Number 2 prairie but practically no inquiry for common Number 2 and lower grades which are the larger portion of the offerings. Alfalfa hay is in good demand at the prevailing prices. The offerings are fair in amount and consists mostly of Number 2 and lower grades. Number 1 and choice green is most looked for. Alfalfa is keeping well sold up. The feeling on timothy and clover mixed hay here is very firm as a great deal of our offerings are taken for shipment. It is well to take advantage of the prevailing prices and the good condition of our market. The feeling on alfalfa hay is quiet as the offerings will be fully ample to supply the trade. Prairie hay is weak with a lower tendency.

WASHINGTON FEED LAW UPHELD

A decision rendered by the Supreme Court at Olympia, Wash., reversing the judgment of Judge Mitchell Gilliam of the Superior Court of King County, upholds the validity of the Concentrated Commercial Feedingstuffs Act passed by the last session of the Washington State Legislature. Judge Gilliam had issued an injunction restraining Fred C. Brown, prosecuting attorney for King County, from enforcing the provisions of the law. Hence-

forth feedingstuffs must meet the requirements of the law.

The petition of the injunction was filed by the Fisher Flouring Mills Company and other manufacturers of stock foods. Under the provisions of the statute as passed by the Legislature, the amount of crude fiber which may be lawfully contained in concentrated commercial feedingstuffs is limited to 10 per cent. This clause relating to the 10 per cent maximum of crude fiber allowed in the product was the feature of the law attacked by the petitioners alleging the Legislature established an arbitrary percentage. The sufficiency of the title to the measure as required under the constitution was also questioned. The court decided that the title covered the purpose of the Act as provided by the constitution and that in fixing 10 per cent as the maximum amount of crude fiber, concentrated commercial feedingstuffs may contain, the Legislature exercised its judgment, and stated that it was not for the court to override its determination. With the object of protecting the vast and increasing

of the rest of them want feed at that particular time. Some of them got enough out of the first car to last them practically all winter. Now what is he going to do? He is not in position to handle a full carload himself, and perhaps he is not financially able to handle a full carload, but even if he is, that is more feed than he needs.

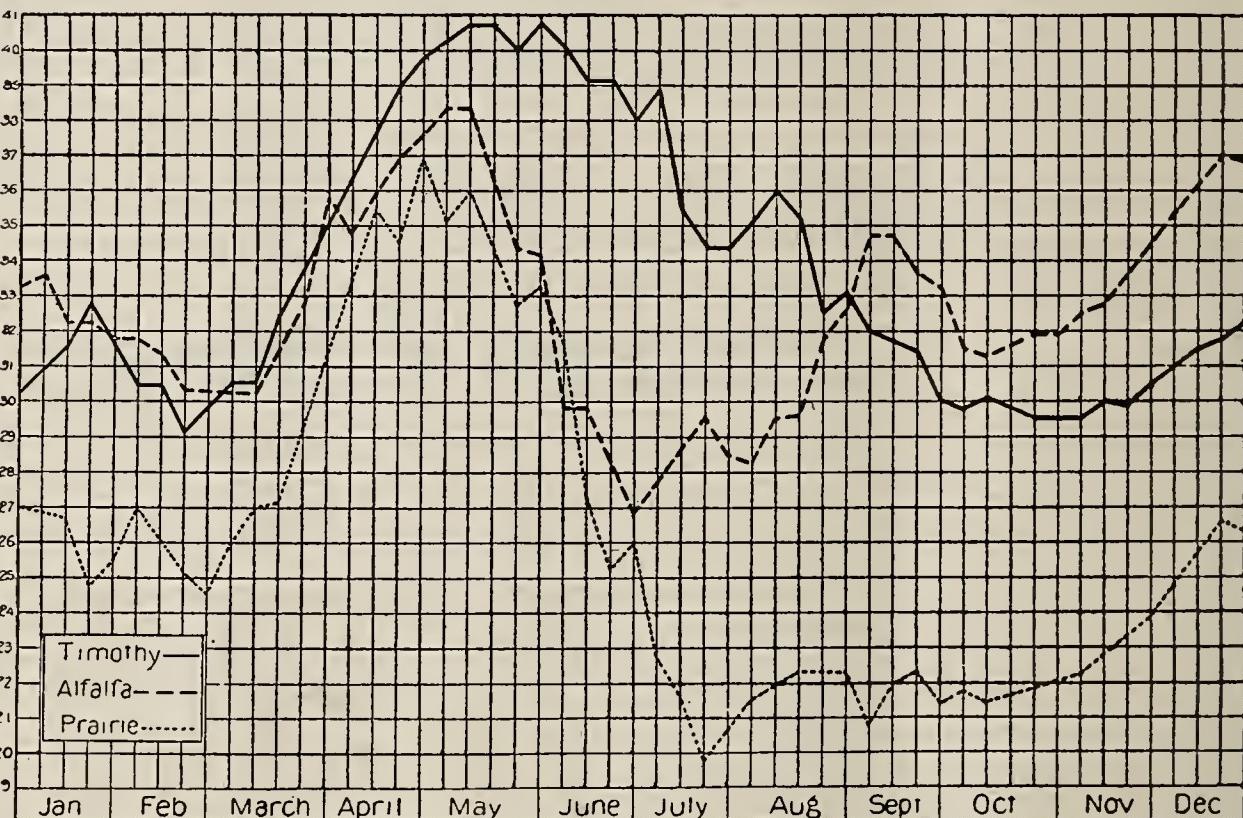
Now these same dairymen who want to buy direct, expect the local dealer to be on the job so they can get a ton of feed to tide them over until their neighbors are ready to order another car, direct. In the meantime, how has that local dealer succeeded in living? You want him there when you want him and to have a stock of feed on hand so you can go there any time—on Monday of this week, or Saturday, or next week, any time you happen to see fit—and get any amount you want—one bag or five bags or five tons,—and you expect him to have it. Now that costs money and someone must pay it. It does not matter whether you buy from the feed dealer and pay the expense or whether you let him pay it. The bill must be met and in order to give you the service you demand, these expenses must be incurred.

We will suppose the dairyman has a large dairy and is financially able to buy his feed in carload lots and meet the drafts on arrival.

He wants to buy direct from the manufacturer and cut out the very small margin of profit the local dealer would charge him for ordering the car, lifting the draft when it arrives, turning it over to him, etc. By next week he wants some grass

Dollars per ton.

RANGE OF HAY PRICES 1919



ing number of users of commercial feeds, the Legislature acted within its police power, the court held.

DIRECT SELLING OF FEEDS

BY C. J. LA FLEUR*

The local retail feed dealer acts for his particular community as purchasing agent, warehouseman, and in many instances as banker. It is utterly impossible for the dairymen to buy direct in carload lots dividing a car among 6, 8, or 10 dairymen when it arrives and secure their supplies in this way with any degree of satisfaction. We will suppose, for instance, John Smith has 20 cows and orders two tons of feed, to be taken out of the car. Jim Jones has 10 cows and orders four tons of feed. Sam Brown has 40 cows and orders five tons of feed, and so on. Now it is only natural that John Smith with his 20 cows is going to be out of feed before Jim Jones with only 10 cows who ordered twice as much feed as did Mr. Smith. When he goes to his neighbors to make up a second car, none

seed, clover seed, or a few bags of oats or one of the many other things he expects his local dealer to carry for his convenience. Then he wants the dealer there, and wants him to have the very article he desires. Is he willing to pay the price on the clover seed, grass seed or few bags of oats which enables that dealer to live, pay his help, insurance, and other charges?

If you take away from your local retail dealer the small profit which he would charge you for ordering a car of feed for you, you must expect that lost profit to be added to the other articles which you purchase from his store because his expenses figure up about so much and they must be paid through one channel or another. When spread around among the many articles he carries, the burden is very light on each of them, but if you remove from him a part of his source of income, then the balance must pay the whole bill, so in reality, you will not save anything by attempting to purchase direct from the manufacturer.

For the consumer to order direct from the manufacturer as he requires it is out of the question. The carload freight rates are several dollars per

(Continued on Page 758)

*An address delivered at Boston on February 13 before the Eastern Federation of Feed Merchants.

HENRY H. FREEMAN & CO.

Hay, Straw and Grain
COMMISSION MERCHANTS

Correspondence and Consignments Solicited.
Market Reports on Application.

66 Board of Trade

CHICAGO, ILL.

Alfalfa, Prairie Hay and Alfalfa Meal

were harvested under ideal weather conditions. We command a large supply. Get our delivered prices.

CARLISLE COMMISSION COMPANY

736 Live Stock Exchange Kansas City, Mo.

ALFALFA

We are the Largest Distributors
of ALFALFA in
GREATER NEW YORK

Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide satisfactory outlet.

ALFALFA

A W. D. Power & Co., 12-15 N.Y. Hay Exchange
NEW YORK

FIELD SEED NOTES

[Continued from page 754]

O. W. Smith has sold his half interest in the Western Seed & Grain Company at Boise, Idaho, to C. E. Hopewell. Mr. Smith will move to Chicago where he will be interested in a large manufacturing business.

The capital stock of the J. K. Rugowski Company of Fond du Lac, Wis., has been increased from \$50,000 to \$75,000. The firm has purchased the Jarchow property and will rebuild and enlarge it into a three-story building, 75x150 feet.

An old building at Randolph, Wis., known as the Alton Opera House has been purchased by the J. W. Jung Seed Company. The company will remodel it for its own occupancy instead of erecting a new building. Two stories will be added and full basement.

The David Peck Seed Company of Evansville, Ind., has chosen Geo. X. Reed as head of its farm bureau. The company will give free advice as to the planting of wheat and other grains. Mr. Reed was formerly agricultural agent of Warrick County in which work he co-operated with the millers and grain dealers of that region.

Hall Roberts & Son of Postville, Iowa, have started construction of a new seed warehouse, 110x36 feet, at Postville. In addition to this, the old Park Hotel property, immediately adjoining, will be remodeled and a third story added to the same. The third story will contain bins for holding 10 carloads of seed of various kinds, the second will contain the seed cleaning machinery and first floor will be used for the sacking and storage of seeds. I. P. Hinman will have charge of the seed plant.

MINNEAPOLIS SEED CO.

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS
OUR SPECIALTYBUYERS, RECLEANERS, SELLERS
ASK OUR BIDS BEFORE SELLING
WRITE OR WIRE FOR SAMPLES AND PRICESTIMOTHY, CLOVERS, MILLETS
GRASSES, FORAGE SEEDS, SEED GRAINS,
PEAS, BEANS AND SCREENINGS.P. O. ADDRESS: LOCK DRAWER 1546
OFFICES: 3444 RAILROAD AVE. SO.
SEED ELEVATORS & WAREHOUSES: 24TH TO 25TH STS. & R. R. AVE. SO.
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 27TH STS. & R. R. AVE. SO.
MINNEAPOLIS, MINN.

Grain and Seeds

FOR SALE

Choice early speckled velvet beans and peas of all kind pure seed. Write for prices. H. M. FRANKLIN, Tennille, Ga.

PEAS FOR SALE

One thousand bushels choice recleaned Alaska Seed Peas at bargain price. Samples and prices on application. W. E. ROBINSON & CO., Bel Air, Md.

Wm G. Scarlett & Co.

Baltimore, Maryland

Buyers and Sellers

Seed Grains, Rape, Vetches, Soybeans, Red, Crimson, White, and Alsike Clovers, Alfalfa, Sweet Clover, Rye-grass, Timothy, Redtop, Millet, etc.

SEND SAMPLES OF

Timothy, Red Clover, Alsike, Red Top, Hairy Vetch, Bluegrass, Orchard Grass Seed, Rye and Winter Oats

to

The Belt Seed Company

Importers and Exporters

BALTIMORE

We can offer D. E. Rape, Imported Orchard, Alfalfa, Crimson Clover and Red Clover.

We Buy Carlots

TIMOTHY
RED TOP
RED CLOVER
SUNFLOWER
MILLET

Send us your samples

WE IMPORT AND EXPORT

I. L. RADWANER SEED CO.
NEW YORK, U. S. A.

Exporters. Importers.
NUNGESSER-DICKINSON SEED COMPANY
NEW YORK, N. Y.

Headquarters for
Imported Clover and Alfalfa Seeds

The Mangeldorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON KANSAS

CONTINENTAL SEED COMPANY

230 So. LA SALLE STREET

LOCK DRAWER 730

CHICAGO, U.S.A.

SEEDS

Grain, Clover and Grass Seeds
CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

Track Warehouse: S. W. Cor. Collins and Biddle

ST. LOUIS, MO.

TIMOTHY SUDAN
ALFALFA
FEED MILLETRUDY PATRICK
SEED CO.KANSAS
CITY, MO.

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

Correspondence Invited

BUFFALO, N. Y.

SEED

We buy and
sell all varieties
of grass and
field seeds

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

Hay, Straw and Feed

(Continued from Page 756)

ton less than the rates on small quantities. This difference is usually as much or more than the retail dealer's profit so financially the consumer not only does not gain anything, but this method in many instances actually causes him to lose money. There is also the delay in many cases of many weeks in arrival of the shipment, the damage of goods in transit, etc. In ordering direct individually in small quantities it would necessitate the dairyman sending the cash with his order, as manufacturers are not equipped to handle the tens of thousands of accounts which would be necessary to secure to take care of their entire output on a credit basis. You would therefore be out of the money for considerable time, and when the goods arrived the bags might be torn, some of the feed lost, or it might have gotten wet in being transferred, and when it finally did arrive, it is in such condition that it would almost be valueless. This method of doing business is on the face of it too impractical to be considered.

RECORD HAY PRICES IN NEW YORK

BY C. K. TRAFTON

The local hay market was featured during the month under review by a sensational advance in prices exceeding all upturns of the past in the recollection of even the oldest members of the trade. Although the levels prevailing a month ago were regarded as excessively high, prices now ruling on practically all grades are from \$15 to \$16 per ton higher. It is to be hoped that the careful reader will remember that we gave warning on several occasions during the past two or three months against placing reliance on the loose talk anent the prospective larger supply of cars and the larger supply of hay to result therefrom. In former reviews we pointed out that it was absurd to anticipate any material enlargement in the number of cars available because of the fact that during the war the construction of cars was wholly inadequate, largely because of the scarcity of material and labor. It was plainly evident to experienced and broad-gauged dealers that practically all of the cars available were needed to transport more important freight than hay or straw; in other words, foodstuffs, and particularly perishable freight. Moreover, as everyone knows, there is little money in it for the railroads to haul hay when they need their cars for higher class freight. It is well worthy of note at this juncture that the Railroad Administration and private organizations have been making strenuous efforts for months to obtain a more liberal supply of cars for transporting corn, oats, and other grains, especially oats, from the West to the East, especially as there has been a near-famine in numerous markets.

In the judgment of many sagacious men the remarkable buoyancy partly confirms our statement a month ago regarding the growing belief that the last crop was over-estimated. Nevertheless, it is the consensus of opinion that there is still a fair supply of hay remaining in the interior in the hands of farmers or country shippers. Of course, for several weeks farmers have been unable to deliver hay to country stations, chiefly because of the bad or impassable condition of the roads as a result of the extremely heavy snowfall, coupled with the intensely low temperature. Advices from trustworthy sources in the chief hay sections show that in many roads the snow was several feet deep and, of course, all idea of hauling was abandoned. Still, even had it been possible to haul the hay there were few, if any, cars to be had to bring it here or to other large markets.

Unquestionably it is the universal impression that prices cannot long remain at the present high plane. It is regarded as absolutely certain that with the arrival of mild spring weather the movement of hay from the interior will increase, and hence prices will gradually fall back toward a more reasonable or normal level. The accuracy of this has been clearly demonstrated by the fact that several brokers or receivers of hay have made sales of No. 1 timothy for shipment 15 days hence at \$44 and \$45 per ton. In other words, approximately \$10 per ton less than spot quotations.

Possibly this more hopeful feeling is based partly on the return of the railroads to private owners.

(Continued on next page)

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GRAIN CLEANED

We clean wheat and shell corn in transit. W. H. KELLY, Edgerton, Kan.

FOR SALE

We have some slightly used, very latest model, Special No. 9 Burroughs Adding Machines, for use where wheat is the chief commodity handled, at bargain prices. Also other makes of adding machines and all makes of typewriters. Write us at once. MINNESOTA TYPEWRITER EXCHANGE, Dept. A, 236—4th St. So., Minneapolis, Minn.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Ohio country elevator. Cash or will exchange for a farm. H. F., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

A BARGAIN

A 500,000-bushel elevator for sale in Indianapolis. Grain dryer, oats sulphur equipment. Unrivaled switching facilities. For particulars, address INDIANAPOLIS ELEVATOR COMPANY, Indianapolis, Ind.

WANTED

To lease or buy elevator in northern half of Ohio. Write full particulars and terms. OHIO, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

CONTROLLING OR MINOR INTEREST

In large wholesale and jobbing grain business for sale. Modern terminal elevator and warehouse. Management and salary to buyer. Forty thousand dollars will handle. Must be clean citizen and thorough business man. Business began nine years ago with \$20,000. Net earnings, including salary, have exceeded \$125,000. BOX 1282, Lincoln, Neb.

MACHINERY

FOR SALE

A three-roll-high Nordyke & Marmon Cornmeal or Feed Roll. GENEVA MILLING & GRAIN CO., Geneva, Ind.

A BARGAIN FOR QUICK BUYER

Three-bushel Richardson Automatic Bagging Scale in perfect condition, for sale. Cost \$550; will sell for \$275 at St. Louis. Wire HOWE SCALE COMPANY, 512 St. Charles St., St. Louis, Mo.

WILL YOU BUILD CONCRETE BINS?

We have for sale cheap 125 second-hand jacks for this purpose. CONCRETE BINS, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

One practically new No. 46 Western Gyrating Cracked Corn Separator. Has been used very little; guaranteed to be as good as a new one. This machine furnished complete with new corn meal screens, price \$300. Also Little Victor Sheller and Cleaner for sale. McMAHAN-WOOD COMPANY, Valparaiso, Ind.

FOR SALE

One 6x12 eight-roller mill, being two 6x12 mills, connected together; good for short system mill.

One 7x14 Nordyke Four-Roller Mill.

One 6x18 Graham Single Roller Mill.

One 6x20 Todds & Stanley Four-Roller Mill.

One Nordyke Swing Sifter for 100-barrel mill.

One California Separator and Smutter for 75-barrel mill.

One Richmond Bran Duster for 75-barrel mill.

Two No. 3 Smith Centrifugal Reels.

One Nu-Way Separator.

One No. 1 Lee Perfection Wheat Peeler, 12 to 20 bushels per hour.

One thousand feet elevator belting, 3-inch cups.

One hundred feet 9-inch L. H. spiral conveyor.

Thirty feet 12-inch L. H. spiral conveyor.

Lot of other mill equipment, pulleys, belting, etc. TEUSCHER & SON MACHINERY SUPPLY COMPANY, 527 N. Second St., St. Louis, Mo.

BARGAIN IN LUMBER AND USED MACHINERY

We want to salvage our elevator of good construction and all the machinery used in connection with same. This should be of interest to concerns wrecking or dismantling elevators of this kind.

The plant was built in 1903 of the best lumber obtainable, viz.: No. 1 White Pine and No. 1 Norway, at a cost of approximately \$11,000, and is now in excellent condition. Could not be duplicated today for less than \$15,000 or \$18,000.

Elevator proper has a capacity of 15,000 bushels with additional storage bin of 8,000 bushels capacity.

As we need the ground we are naming an exceptionally low price on the plant and in view of the high cost of building material and machinery an interested purchaser will find this a bargain to wreck and move.

The equipment consists of the following:

Five single phase, A. C. Wagner Electric motors driving individual machines.

One Western Corn Cleaner.

One Western Corn Sheller.

Wagon Dumps.

Two Elevator Legs, one small and one large.

One Invincible Wheat Cleaner.

One Ear Corn Loader.

The following scales, all of Howe Ball Bearing type:

One 60,000 lb. capacity hopper scale.

One 100 bu. capacity wheat hopper scale.

One six ton wagon scale.

One Philip Smith one man passenger elevator.

Also one additional hopper scale to be used in connection with ear corn loading.

For further particulars communicate with

THE GOTTRON BROTHERS CO., Fremont, Ohio.

HELP WANTED

WANTED BY MILL IN SOUTHEASTERN IDAHO

An experienced elevator man, one accustomed to handling wheat, grading, and taking care of the elevator in a general way. He must be experienced in handling elevator machinery, be capable of making out wheat receipts and able to meet the public. Good wages and permanent position to the right party. SOUTHEASTERN IDAHO, Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

THE AMERICAN ELEVATOR AND GRAIN TRADE

It is argued that with competition renewed the roads will be eager to make prompt return of cars belonging to other roads rather than pay the charges usually assessed for their retention, such charges having been eliminated during Government control. Hence it is believed that cars will be more plentiful, even before the building of new cars gets under way, a development which is generally expected. Of course, the effects of this latter will not be felt for some time as car builders are just as badly handicapped by shortage of steel and scarcity of efficient labor as are practically all other manufacturers.

As a result of the near-famine here markets have been badly disorganized. In fact, some dealers declare there has been no market. On numerous occasions there has been not a single car of choice or No. 1 timothy obtainable at any terminal. Indeed, the same was almost true of superior No. 2. As a matter of fact, there has been in many, if not all, instances a virtually complete obliteration of classification. Bluntly speaking, this means that there has been so little hay available that the buyer was compelled to shut his eyes as to the matter of grade. In short, he could not haggle as to grade or price, but was compelled to take the best car that was offered regardless of its grade. As was to be expected under the circumstances, No. 2 and No. 1 were of virtually the same value on some occasions and No. 3 was almost as high. It must be plainly evident, therefore, that all idea as to values was more or less conjectural. It was stated, for example, that No. 2 hay had sold in large bales as high as \$2.70, while No. 1 was mainly held at \$2.75. Still, it was claimed that one or two cars of fancy No. 1 was sold as high as \$2.80, but this was considered so fabulously high as to be an unfair index.

According to some buyers, it was claimed that owing to their inability to buy oats, as well as hay, they were compelled to substitute a larger quantity of millfeed, the latter being considered comparatively cheap.

In the final trading there was somewhat of a lull in the demand. Buyers were not so numerous and it was the general impression that the top had been reached. In other words, with the arrival of better weather it is expected that receipts will show enlargement, both of hay and straw. Hence some shrewd dealers look for recessions ere long.

Conditions in the market for straw have been almost exactly the same as in hay. Stocks have been practically exhausted, and consequently those distributors who found themselves compelled to replenish were forced to pay extremely fancy figures. While several sales of No. 1 rye were made at \$30 to \$34 per ton, it was claimed that in some exceptional cases sales were made still higher.

A feed business has been established by J. M. Ledyard of Ladysmith, Wis., at Bruce, Wis.

Save Splicing Costs and Delays

by using the Hunt Tension Adjusting Coupling on your rope drive



You can control all rope stretch in the English system drive by simply twisting this coupling with rope in position on pulleys.

Ask for Catalog L-15-1 describing the coupling and "Stevedore" Transmission Rope.

C. W. HUNT CO., INC.
West New Brighton, N. Y., U. S. A.

BOARD
OF
TRADE

YOU Can keep in touch with the news and reports of the Grain and Elevator world by reading the "American Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR.

Alex Galdabini & Co., will retire from the feed and flour business at Hurley, Wis., on April 1.

The D. F. Sharp feed store at Altoona, Kan., has been purchased by O. E. Gallagher of Chanute.

A feed and flour business has been started at Cotter, Ark., by Hiram Lonon and Guy Stanford.

Half interest in the feed and flour business at Pierce, Neb., has been purchased by Carl Schultz.

Two warehouses are to be built at Altheimer and Wabbaseka, Ark., for Thos. R. and R. B. Ashcraft.

The Woodlawn (Ill.) Feed Mill has been re-opened for business. W. F. Williams is the owner.

The feed and flour business of F. G. Utley & Son at Pulaski, N. Y., has been sold to Hasting & Shear.

Bert Shockley's feed mill at Burlington, Wis., has been taken over by John Gilberts and Oliver Olson.

A wholesale feed and grocery business at Sand Springs, Okla., has been purchased by Harry Patton.

The Parish & Henderson feed business at Walter Okla., has been purchased by the Carpenter Bros.

The National Feed & Fertilizers Company has been incorporated at Boston, Mass., capitalized at \$50,000.

A wholesale feed business has been opened at Eagle Lake, Texas, by Otis Booth and Mason McCarty.

A line of feeds, bran and flour has been added to the business of the Portage County Co-operative Society of Amherst, Wis.

The capital stock of the Miller Flour & Feed Company of Indianapolis, Ind., has been increased from \$20,000 to \$50,000.

Incorporation papers have been filed for the Paxton Flour & Feed Company of Harrisburg, Pa. Its capital stock is \$400,000.

William Dons and Chas. Zimmerman have purchased the feed mill and jobbing business of Wise man & Collins at Kendall, Wis.

R. H. Christensen has purchased his partner's interest in Webster & Christensen, hay buyers and shippers, located at Junction City, Kan.

A brokerage business has been started at Memphis, Tenn., by Lee D. Jones. He will handle alfalfa and other feedstuffs and ear corn.

Plans have been completed by the Denver Alfalfa Milling & Products Company of Denver, Colo., for the erection of an alfalfa mill at Marlboro.

SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.
2439 N. Crawford Ave. CHICAGO, ILL.

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.

LANSING, MICH.

WICKENS GRAIN CO., Inc.

LANSING, MICH.

Buyers and Shippers
HAY, GRAIN—ALL KINDS

Wire for Prices.

Michigan wheat, rye and oats.

GRAIN RECEIVERS

DULUTH

WHITE GRAIN CO.

SHIPPERS

FANCY OATS
MILL OATS
SCREENINGS

FEED WHEAT
BARLEY
RYE

Write for Samples and Quotations

DULUTH

Station. They have been conducting a portable mill there but business justifies the erection of a permanent plant. Lee Ashey is to be in charge of the new plant.

A new feed store has been opened at Butler, Mo., for the Farmers Elevator Company. They have leased the building in which they are located.

J. B. Bager, W. S. Ellenburger, Harry Cline and Cora R. Strain have incorporated the Keesee Alfalfa Company of Wiley, Colo. Its capital stock is \$25,000.

C. W. Franke & Co.'s feed and flour business at Elgin, Ill., has been purchased by Cottrell & Withers. The latter was formerly with the Quaker Oats Company.

J. E. Ramsey & Co., succeed the Bell Ramsey Brokerage Company at Birmingham, Ala. R. E. Treville will have charge of the feed, flour and grain accounts.

The retail business of the Wesley Miller Flour & Feed Company at South Bend, Ind., has been discontinued by them. The firm will develop its wholesale business.

R. A. Freeze is president and J. S. Dickson, secretary-treasurer of the Jonesboro Feed & Coal Company of Jonesboro, Ark. Its capital stock amounts to \$25,000.

The feed mills and lumber yard at Milton Junction, Wis., of the Fifield-Halverson Lumber Company has been purchased by Ben Roderick and Mr. Wilkinson of Brodhead.

The retail feed store of John R. Scott at Childress, Texas, has been purchased by Travis and Allie Walling. Mr. Scott will devote his time to the milling business.

A feed and flour business will be opened at Paris, Ill., by a partnership composed of C. F. Shirley and L. B. Shank. They will probably run a mill in connection with it.

An interest in the Geiger Bros. Feed Company of Summit, Ark., has been taken over by J. F. Nicholson. The firm will now operate as the Geiger Feed & Seed Company.

A feed, flour and produce business at Eldorado Springs, Mo., formerly conducted by J. W. Langford & Son has been purchased by the Farmers Exchange. Consideration amounted to \$9,000.

Plans have been made for the erection of a molasses alfalfa feed mill at Burlington, Iowa, for the Peerless Feed Milling Company. The plant is to have an initial capacity of 300 tons per day.

The Mixed Feed Supply Company has been organized at St. Louis, Mo., by C. A. Mahon. He will sell alfalfa meal on the brokerage basis. Mr. Mahon has been with the Avondale Alfalfa Milling & Elevator Company as manager for five years.

BOARD
OF
TRADE

PEORIA

GRAIN
RECEIVERS

**CONSIGN YOUR
GRAIN TO**

If you prefer to sell to arrive, wire or telephone for bids.

WARREN COMMISSION CO.

PEORIA, ILLINOIS

**W. W. Dewey & Sons
GRAIN COMMISSION**
26 Chamber of Commerce
PEORIA - - - ILL.

P. B. & C. C. MILES
Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

Louis Mueller, President F. W. Mueller, Sec. & Treas.
MUELLER GRAIN COMPANY
(Incorporated)
Receivers and Shippers
GRAIN
We Solicit Your Consignments of Grain
Room 39 Chamber of Commerce, PEORIA, ILL.

BUCKLEY & CO.
COMMISSION MERCHANTS
GRAIN, HAY AND SEEDS
PEORIA, ILL.

References | First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

Good Prices and Quick Returns
TRY US
GEO. L. BOWMAN & CO.
Grain Commission
Room 24,
Chamber of Commerce PEORIA, ILL.

E. B. Conover Grain Co.
Receivers and Shippers
GRAIN CONSIGNMENTS
Peoria, Ill.

Smith-Hamilton Grain Co.
Grain Merchants
Peoria - Illinois
Members
Chicago Board of Trade
Peoria Board of Trade
Grain Dealers Nat'l Assn.

L. E. SLICK
Receiver and Shipper
CASH GRAIN
PEORIA, ILL. BLOOMINGTON, ILL.

Turner-Hudnut Company
GRAIN COMMISSION
42-47 Chamber of Commerce, Peoria, Ill.

UNIVERSAL GRAIN CODE
FOR USE OF
GRAIN and MILLING TRADES
MITCHELL BROS. PUBLISHING CO., 431 S. Dearborn Street, CHICAGO, ILL.

Its 146 pages Contain 13,745 Expressions, Printed on
Policy-Bond Paper, and Bound in Black Flexible Leather—Size 7x4½ inches..... Price \$3.00

CHAMBER
OF
COMMERCE

MILWAUKEE

GRAIN
RECEIVERS

For "UN-X-L-D" Service on CONSIGNMENTS
of GRAIN and SEEDS
SHIP THAT NEXT CAR TO
THE FRANKE GRAIN CO.
MILWAUKEE, WIS.
GRAIN-MILL FEEDS

John B. Meigs, Pres. G. C. Holstein, V. Pres. & Mgr.
J. A. Campbell, Secy. and Treas.
Mohr-Holstein Commission Co.
29 Chamber of Commerce
MILWAUKEE
Sample Grain a Specialty
Branch Offices at CHICAGO and MINNEAPOLIS

E. P. BACON CO.
Grain Commission Merchants
Sellers of Cash Grain and
Field Seeds on Consignment
MILWAUKEE—CHICAGO—MINNEAPOLIS

**Flanley Grain
Company**
Milwaukee, Wisconsin

FEEDS AND FEEDING STUFFS
A compendium of animal nutrition and the rational feeding of farm animals set forth in simple, helpful language. Its basis is the extensive investigations with animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. To these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin, Octavo size, 613 pages, bound in art vellum. Price \$3.00.

Mitchell Bros. Publishing Company

431 S. Dearborn Street
CHICAGO, ILLINOIS

GRAIN
&
HAY
EXCHANGE

PITTSBURGH

GRAIN
RECEIVERSESTABLISHED 1878
F. L. STEWART, PRES.

C. A. FOSTER COMPANY, WHOLESALE GRAIN AND HAY.

701 WABASH BLDG.
PITTSBURGH, PA.

HERB BROS. & MARTIN

Grain, Hay and Feed
BUYERS--SHIPPERS

Wabash Building, Pittsburgh, Pa.

ESTABLISHED 1872
R. S. McCAGUE, Ltd.
Wholesale Receivers and Shippers
Corn, Oats, Hay and Mill Feed
417-419 Westinghouse Bldg.
Pittsburgh, Pa.

HARPER GRAIN CO.

401 Wabash Building,
Pittsburgh, Pa.We know how to market grain only.
Modern elevator facilities at your command.OUR
Special Service
satisfies
Shippers
W.F. HECK & CO.
Car lot buyers and
shippers of
GRAIN, HAY, STRAW, MILL FEED
Try Us For Pittsburgh Market
705 Wabash BuildingSAMUEL WALTON CO.
Hay—Grain—Mill Feed
Carloads Only
Pittsburgh, Pa. No. 8 Wood St.GEO. E. ROGERS & CO.
Receivers and Shippers
Grain, Hay, Flour and Mill Feed
Experience—Years of it
TRY US ON THAT NEXT CAR
801 Wabash Bldg. PITTSBURGH, PA.PRODUCE
EXCHANGE

TOLEDO

GRAIN
RECEIVERSWhen "SEEDY"
Try
C. A. King & Co.GRAIN AND SEED DEALERS
Toledo, OhioLike Billy Sunday, we deal in both
cash and futures, Toledo and Chicago
Born 1846 Read Our Boy SolomonJOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIOWe make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade.THE YOUNG GRAIN COMPANY
TOLEDO, OHIO
GRAIN AND SEEDS
Consignments :: Futures
Let Us Demonstrate Our ServiceTOLEDO
J.F. ZAHM & Co.
HERE SINCE '79We have no grain of our own
to sell so can give your ship-
ments our undivided attention.WHEAT—CORN—OATS
—RYE—SEEDWhy not Consign—All the
Time?Southworth
for
ServiceH.D. RADDATZ & CO.
WHOLESALE DEALERS
WHEAT, CORN, OATS, BARLEY, RYE
Are You Receiving our Bids & Quotations
Ask to be placed on our list
TOLEDO :: OHIOOUR
splendid location and facilities makes it ad-
vantageous for shippers and buyers of grain
to give us their patronage.
Let us handle your
WHEAT
shipments this season. Our service satisfies.
RICE CRAN CO., Receivers and Shippers
Produce Exchange
S. L. Rice, Pres.
TOLEDO, OHIO
Geo. D. Woodman, Mgr.BOARD
OF
TRADE

DETROIT

GRAIN
RECEIVERSFUMIGATION METHODS
By PROF. WILLIS G. JOHNSON
A complete practical treatise on fumigating grain eleva-
tors, flour mills, warehouses, etc. 313 pages.
Well illustrated. Price \$1.50.
MITCHELL BROS. PUBLISHING COMPANY
431 South Dearborn St., Chicago.Dumont, Roberts & Co.
GRAIN MERCHANTS
Try our Service on Consignments of your
WHEAT - CORN - OATS
31-2 Chamber of Commerce, DETROIT, MICH.H. C. Carson & Co.
Offer Unique Consignment Service on
WHEAT—CORN—OATS
RYE—BEANS
“Consignments to ‘Carson’ Pay Best”
1548 Penobscott Bldg., DETROIT, MICH.

BOARD
OF
TRADE

KANSAS CITY

GRAIN
RECEIVERS

GET OUR BIDS TO ARRIVE



CONSIGNMENTS

ADDISON GRAIN CO.
Grain Commission Merchants
Consignment Specialists"Quality Grain for Particular People"
Get Our PRICES Before You Buy or Sell

Kansas City - - - St. Louis

R. J. Thresher, President and General Manager
Eben S. Thresher, Secy. Chas. W. Avery, Treas.**THRESHER FULLER GRAIN CO.**
Grain Commission Merchants
Consignments Solicited
Grain Bought and Sold for Future Delivery
311-314 Board of Trade KANSAS CITY, MO.**WESTERN GRAIN COMPANY**

Shippers (a Speciality)

NATURAL FEEDING AND MILL FEED and FLOUR KAFFIR CORN, MILO
MILLING CORN, BARLEY, MAIZE BULK OR SACKED

657-660 GIBRALTAR BUILDING

KANSAS CITY, MO.

MEMBERS—Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers National Association

Consignments

Watkins Grain Co.
Kansas City - - - Mo.CHAMBER
OF
COMMERCE

MINNEAPOLIS

GRAIN
RECEIVERS**GODFREY-BLANCHARD COMPANY**
G R A I N

SUPERIOR SATISFACTORY SERVICE

MINNEAPOLIS

Cereal Grading Co.

W. T. FRASER, Vice Pres. & Mgr.

GRAIN MERCHANTS

CHOICE MILLING WHEAT & RYE

Twenty-five years' experience in selecting and forwarding choice wheat and rye for mills. Largest rye handlers in the West. Also shippers of oats, barley and screenings.

Operating Elevator L
612 Chamber of Commerce

MINNEAPOLIS,

MINN.

THE SCROGGINS GRAIN CO.

SHIPPIERS OF WHEAT

Minneapolis - Minn.

J. L. McCaull, President B. A. Dinsmore, Vice President

S. J. McCaull, Secretary A. M. Dinsmore, Treasurer

The McCaull-Dinsmore Co.
COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE

MINNEAPOLIS, MINN.

DULUTH

MILWAUKEE

OMAHA

MILLING KINKS

The latest volume in the series of compilations made for millers, millwrights and grain elevator men, uniform in size and style with the "Book of Wrinkles" which has had an enormous demand among millers and millwrights. Shows 169 illustrated devices. Chapters are included on: Bins, Hoppers and Sinks; Valves and Spouting; Elevators and Conveyors; Receiving, Separating and Cleaning; Roll Auxiliaries; Sifters and Bolters; Belting and Transmission; Blending and Tempering; Filling and Packing; Sampling and Testing; Dust Collection; Lubrication; Heating, Ventilating and Fumigating; Special Tools and Devices; Miscellaneous.

PRICE \$1.00 POSTPAID

Mitchell Bros. Publishing Company
431 S. Dearborn St., Chicago, Ill.THE most valuable work of its kind ever published. The book takes up the cultivation, growth and marketing of wheat, corn, rye, barley, buckwheat and other cereals in this country, and treats each grain from its botanical relations to the products manufactured from it. An invaluable work to the grain man or miller. Printed on highly calendered paper, profusely illustrated and bound in cloth. 421 pages.
Price \$2.50 PostpaidMITCHELL BROS. PUBLISHING COMPANY
431 South Dearborn Street

CHICAGO, ILL.

The Cereals in America

By THOMAS F. HUNT, Professor of Agronomy, Cornell University

MERCHANTS'
EXCHANGE

ST. LOUIS

GRAIN
RECEIVERS

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce
Write Us for Full
Information on
St. Louis Markets

ST. LOUIS Consignments a
Specialty

GOFFE & CARKENER CO.

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 MERCHANTS EXCHANGE

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, Jr.
K. C. Mo., Office, 101-102 Board of Trade

"THE CONSIGNMENT HOUSE
OF ST. LOUIS"

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

125 MERCHANTS EXCHANGE

*When You Need a
Responsible Commission
House, Think of*

Seele Bros. Grain Co.

St. Louis

Service - Security

BOOKS FOR GRAIN DEALERS

WALLS, BINS AND GRAIN ELEVATORS, by
Milo S. Ketchum. Illustrated, 556 pages.
Price \$5.00

ROPP'S CALCULATOR, new and improved edi-
tion, with complete grain tables, and other
invaluable discount and stock tables.
Price \$1.50

FUMIGATION METHODS, by Willis G. John-
son. Illustrated, 312 pages. Pages.....\$1.50

ELWOOD'S GRAIN TABLES, a standard every-
where in the grain trade. Price.....\$1.50

THE BOOK OF CORN, prepared by specialists
under the direction of Herbert Myrick. Il-
lustrated. Price \$1.50

THE CEREALS IN AMERICA, an exhaustive
treatise by Prof. Thomas F. Hunt. Illus-
trated. 421 pages. Price.....\$2.50

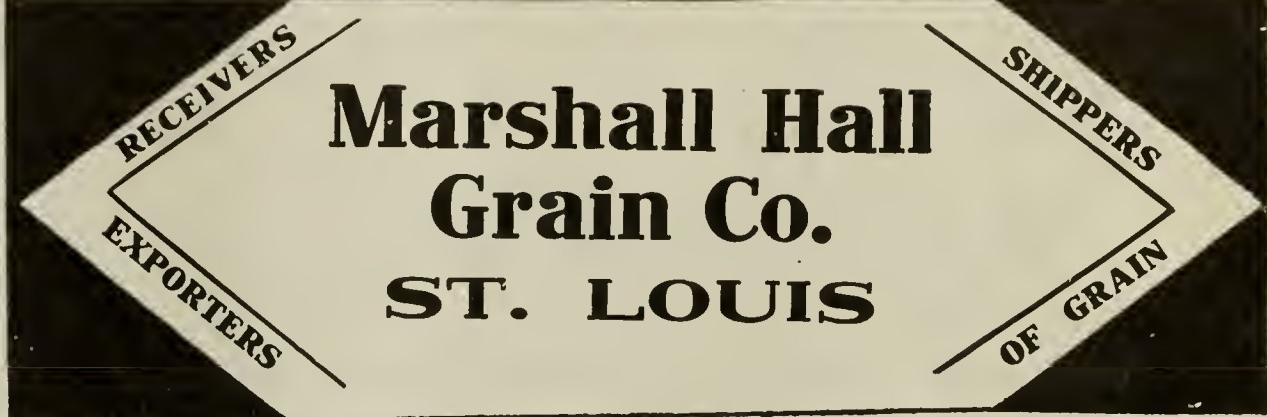
ROBINSON'S TELEGRAPHIC CIPHER, re-
vised and enlarged. Price.....\$1.50

FEEDS AND FEEDINGSTUFFS, by Prof. W.
A. Henry. Illustrated, 613 pages.
Price \$3.00

UNIVERSAL GRAIN CODE, and Feed Mill
Supplement. Price \$3.00

Any of the above sent postpaid
on receipt of price.

MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St. Chicago, Ill.



MARTIN MULLALLY, Pres.

MULLALLY HAY AND GRAIN CO.

HAY, GRAIN AND SEEDS

Merchants Exchange

ST. LOUIS, MO.

ALEX. C. HARSH
PRESIDENT

V. C. ELMORE
VICE-PRESIDENT

JOHN H. HERRON
SECRETARY AND TREASURER

ELMORE-SCHULTZ GRAIN COMPANY EXPERT SERVICE GIVEN CUSTOMERS

513-516 MERCHANTS EXCHANGE
ST. LOUIS, MO.

322 S. WASHINGTON STREET
PEORIA, ILL.
440-445 POSTAL TELEGRAPH BUILDING, CHICAGO.

We SOLICIT A PORTION OF YOUR BUSINESS FOR ANY OF THE ABOVE MARKETS, ON THE
MERITS OF THE SERVICE WE CAN RENDER YOU.

LET US HAVE YOUR OPTION BUSINESS IN CHICAGO AND ST. LOUIS.
NOTIFY AND MAKE DRAFT ON US AT ST. LOUIS ON ALL SHIPMENTS.

Toberman, Mackey & Company

Fastest Growing Commission House in America.
Can handle your consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

THE HOUSE OF SERVICE SCHULTZ & NIEMEIER COMMISSION CO.

305-306 Merchants Exchange
ST. LOUIS, MO.

C. L. Niemeier, President and Treasurer
H. H. Beckman, 1st Vice-President.
L. F. Schultz, 2nd Vice-President.
O. H. A. Kilz, Secretary.

GRAIN AND SEEDS

Receivers and Shippers

Specialties: Soft Winter Wheat and White
Milling Corn.

Powell & O'Rourke GRAIN COMPANY Receivers—Shippers —Exporters

Operating
Brooklyn St. Elevator

ST. LOUIS - MISSOURI

"We Ship What We Sell"

BOARD
OF
TRADE



CHICAGO



GRAIN
RECEIVERS

MEMBERS:
Chicago Board of Trade
St. Louis Merchants Exchange

Chicago Phones: Harrison 6999
Harrison 5049
Wabash 8055

S. MINCER

CHICAGO: Postal Tel. Bldg. ST. LOUIS, MO.

Your Consignments and Orders in Futures Solicited

Mr. Oscar C. White, in charge of Cash Grain Dept., will be pleased to furnish bids on grain to arrive at all times.

WHEREVER GRAIN OR HAY IS HANDLED,
THERE THE FIRM OF
BRIDGE & LEONARD
IS WELL AND FAVORABLY KNOWN.

COMMISSION MERCHANTS

Members
Board of Trade, National Grain Dealers Association,
National Hay Association

61 to 65 Board of Trade
CHICAGO

HITCH & CARDER

Members Chicago Board of Trade
CASH GRAIN OUR SPECIALTY

605 Insurance Exchange Bldg.
Tel. Wabash 6584 CHICAGO

J. C. SHAFFER & CO.
GRAIN MERCHANTS

CHICAGO

WEGENER BROS.

GRAIN COMMISSION
CONSIGNMENTS—SALES TO ARRIVE

305 SO. LA SALLE ST. CHICAGO, ILL.

Philip H. Schiffelin, Pres. Eugene Schiffelin, Secy-Treas.
PHILLIP H. SCHIFFLIN & CO.
Incorporated
Commission Merchants
515-518 Postal Telegraph Bldg. Chicago, Ill.
Consignments of all kinds of Grain and Field Seeds a Specialty



SHIP YOUR HAY
to
ALBERT MILLER & COMPANY
192 North Clark St., Chicago, Ill.

The Real Market Place

for grain men is centered in
the advertising columns of the

"American Grain Trade"

Bartlett Frazier Co.

GRAIN
COMMISSION MERCHANTS

Western Union Building Chicago

W. A. LAMSON H. H. LOBDELL
L. F. GATES

Lamson Bros. & Co.
Grain
1874 Commission 1919
Merchants

Forty-five Years of Service in the Grain Trade

HOME OFFICE 6 Board of Trade Chicago

THE UPDIKE GRAIN COMPANY

"The Reliable Consignment House"

CHICAGO

OMAHA

MILWAUKEE

SIOUX CITY

BOARD
OF
TRADE



CHICAGO

GRAIN
RECEIVERS

Established 1852

Telephone Wabash 794

T. D. RANDALL & CO.

HAY AND STRAW

234 South La Salle Street

CHICAGO

RUMSEY & COMPANY
FOUNDED 1867
COMMISSION MERCHANTS
BOARD OF TRADE
CHICAGO

Gerstenberg & Company
COMMISSION MERCHANTS
Grain Seeds and Mill Feed
Barley a Specialty
305-315 So. La Salle St. CHICAGO, ILL.

GEO. S. DOLE, Pres. H. N. SAGER, Sec.
J. H. DOLE & CO.
(Established 1852)
Commission Merchants, Grain and Seeds
We solicit your
CONSIGNMENTS
and orders in futures
226 La Salle Street. - - CHICAGO

E. LOWITZ J. F. BARRETT
E. LOWITZ & CO.
Grain Commission
ROOKERY BUILDING CHICAGO
MEMBERS: Chicago Board of Trade, Milwaukee and Minneapolis Chamber of Commerce, St. Louis Merchants Exchange, Kansas City Board of Trade, Winnipeg Grain Exchange.

We Buy
Wheat---Corn---Oats---Barley---Rye
Send Samples
The Quaker Oats Co.
Cereal Millers
Grain Dept. 1600 Railway Exchange
CHICAGO

H. M. PAYNTER
With ROGERS GRAIN COMPANY
Grain Commission
Correspondence Solicited
Postal Telegraph Building CHICAGO

NORTHERN GRAIN & WAREHOUSE CO.
Grain Merchants
538 Postal Bldg. Chicago

POPE & ECKHARDT CO.
COMMISSION MERCHANTS
GRAIN AND SEEDS
111 W. Jackson Blvd. CHICAGO

EXPORTERS

J. Rosenbaum Grain Company
Commission Merchants
MILLING WHEAT A SPECIALTY
CHICAGO

IMPORTERS

SAWERS GRAIN CO.
CHICAGO
TELEPHONE, HARRISON 1584

Branch Offices:
Indianapolis, Ind. Danville, Ill.
Terre Haute, Ind. Sheldon, Ill.
Des Moines, Iowa Fairbury, Ill.
Tuscola, Ill. El Paso, Ill.
Louisville, Ky.

Hulburd, Warren & Chandler
Stock Brokers and Commission
Merchants, Grain and Provisions
Business Solicited in Any Department
Receiving, Shipping, Futures
208 S. La Salle St. CHICAGO

ARMOUR GRAIN COMPANY
CHICAGO, ILL.
GRAIN DEALERS
Manufacturers of
ARMOUR'S STOCK & DAIRY FEEDS
AND
ARMOUR'S OATS
ARMOUR'S CORN FLAKES
ARMOUR'S PANCAKE FLOUR

E. W. BAILEY & CO.
COMMISSION MERCHANTS
GRAIN, SEEDS AND PROVISIONS
72 Board of Trade CHICAGO

Rosenbaum Brothers
Solicits Your Consignments
of Grain and Seeds
77 Board of Trade CHICAGO, ILL.

J. Herbert Ware Edward F. Leland
CONSIGN
your Grain and Seeds, and send your
orders for
GRAIN, PROVISIONS and STOCKS to
WARE & LELAND
190 W. JACKSON BOULEVARD
Royal Insurance Bldg.
CHICAGO
Long Distance Phones:
Wabash 3262 Automatic 51073

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS



"Follow The Flag"
With Your Shipments

URMSTON GRAIN COMPANY
Buffalo, N. Y.

Wheat-Rye-Corn-Barley-Oats

Shipped to

Eastern Grain, Mill and Elevator Corporation

Operators of Concrete Elevator, Central Elevator and Iron Elevator

5,000,000 BUSHELS CAPACITY

Will be properly cared for on arrival and show best possible results

Consignments Only

McConnell Grain Corporation

BUFFALO

THE TOWNSEND WARD CO.

Chamber of Commerce Bldg.
BUFFALO, N. Y.

**Wholesale Merchants
and Grain Commission**

Eliminate risk of HEATING of early
shipments of NEW CORN.

Our elevator at FOSTORIA, O., is only
an overnight haul from your station.

Because of our ability to handle grain
rapidly, there was NEVER AN EM-
BARGO AGAINST FOSTORIA.

Ship Us Your
Corn, Oats and Wheat
Regardless Of Its Condition

Send us your consignments

PRATT & CO.

OPERATORS OF
SUPERIOR ELEVATOR

910 Chamber of Commerce. Buffalo, N. Y.

L. S. CHURCHILL, President
G. W. BARTLETT, Treasurer

The Churchill Grain & Seed Co.

Commission Orders Executed

Grain and Seed Bought and Sold

Offices: Buffalo, N. Y.
Toledo, Ohio
Seed Warehouse:
Located at Toledo, Ohio

Members
New York Produce Exchange
Toledo Produce Exchange
Buffalo Corn Exchange

S. M. RATCLIFFE

Grain and Hay

ALWAYS IN THE MARKET FOR OATS
Superior facilities for handling Consignments

Chamber of Commerce

BUFFALO, N. Y.

**UNIVERSAL GRAIN CODE
And Mill Feed Supplement**
Compiled for Use of
Grain and Milling Trades

OF THE
United States and Canada
Send for a Copy Now
Price \$3.00

MITCHELL BROS. PUBLISHING CO.
431 South Dearborn St., Chicago, Ill.

FOR SATISFACTORY RESULTS

CONSIGN

Your Wheat, Corn and Oats to

THE ELECTRIC GRAIN ELEVATOR CO.

Buffalo, N. Y.

A Card Ad

in the
"American Grain Trade"
has Excellent Display and
is Always Easy to Find.

BOARD
OF
TRADE

DES MOINES

GRAIN
RECEIVERS

W. H. Bartz & Co.
Grain Merchants

Hubbell Bldg.

DES MOINES, IA.

TAYLOR & PATTON CO.Terminal elevator capacity
250,000 bushels. Buyers and
shippers of Corn and Oats

DES MOINES

IOWA

Ankeney Linseed Mfg. Co.

Solicit Offers of Flax

or consign same to

Members Des Moines Board of Trade

SHAFTING, PULLEYS and BELTING

By Hubert E. Collins

An invaluable work for grain elevators, flour
mills, or any other place where ma-
chinery is installed. Cloth bound.

Well illustrated. Price \$1.50

Mitchell Bros. Pub. Co. 431 S. Dearborn St., Chicago

DES MOINES ELEVATOR & GRAIN CO.Terminal elevator capacity
700,000 bushels. Oats for
Southern Trade a Specialty

DES MOINES

IOWA

MID-WEST

Consumers Grain Co.

GRAIN MERCHANTS

Corn—Oats—Wheat—Barley—Rye

417-418-419 Hubbell Building

DES MOINES

IOWA

BOARD
OF
TRADE**INDIANAPOLIS**GRAIN
RECEIVERS

John W. McCardle Bert K. Black Clyde A. McCardle

McCardle-Black CompanyGRAIN COMMISSION
MERCHANTSMembers Chicago Board of Trade
DIRECT PRIVATE WIREMain Office: Branch Offices:
Indianapolis, Ind. Frankfort, Ind., Crawfordsville,
Ind., and Paris, Ill.

Cash—Futures—Private Wire

Try our Indianapolis Service with your con-
signmentsPHONES { Bell—Main 1867 515 Board of Trade
Automatic 28-413 Indianapolis

ESTABLISHED 1883

H. E. KINNEY GRAIN CO.

619 Board of Trade, Indianapolis, Ind.

Consignments Have Personal Attention

SAM J. BRUCE

Manager Consignment Department.

P. M. GALE GRAIN CO.

BROKERAGE

My Specialty

Let me buy for you in Indianapolis.
I satisfy others—why not you?

INDIANAPOLIS - - - INDIANA

WM. R. EVANS GRAIN CO.
Grain MerchantsOur experience will get you the results you
are after. Send us your corn and oat ship-
ments.

Board of Trade Bldg. Indianapolis, Ind.

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding \$1.50
Leather Binding 2.00**MITCHELL BROTHERS PUBLISHING CO.**
431 S. Dearborn Street Chicago, Ill.

W. D. Springer J. A. McComas

Springer-McComas Grain Co.

Elevator Operators

and

Commission Merchants

423 Board of Trade, Indianapolis, Ind.

THE BOOK OF WRINKLESNeeded by Every Grain Dealer
Contains 171 ingenious and well described and
illustrated devices for saving time, labor and
money in elevators and mills.

Price, \$1.25 Postpaid.

Mitchell Bros. Pub. Co. 431 S. Dearborn St.
CHICAGO**"Follow The Flag"**

With Your Shipments

URMSTON GRAIN COMPANY

Indianapolis, Ind.

FEEDS AND FEEDINGSTUFFS

animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. To these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin, Octavo size, 613 pages, bound in art vellum. Price \$3.00.

MITCHELL BROS. PUBLISHING COMPANY

A compendium of animal nutrition and the rational feeding of farm animals. Its basis is the extensive investigations with

431 South Dearborn Street, Chicago, Illinois

COMMERCIAL EXCHANGE

PHILADELPHIA

RECEIVERS AND SHIPPERS

W. M. RICHARDSON
RICHARDSON BROS.
BROKERS
GRAIN, FLOUR and MILL FEEDS
THE BOURSE, PHILADELPHIA, PA.

Members {
Grain Dealers National Ass'n.
Commercial Exchange, Philadelphia, Pa.
Chamber of Commerce, Philadelphia, Pa.
Illinois Grain Dealers Ass'n.
Indiana Grain Dealers Ass'

S. H. YOUNG & CO.
GRAIN, FLOUR, ALFALFA AND
MILL FEEDS
Consignments Solicited
417-419 "The Bourse," PHILADELPHIA

E. L. ROGERS & CO.
COMMISSION MERCHANTS

Receivers and Shippers of
HAY, STRAW, GRAIN, Etc.

Over 50 years in the business
358 Bourse Bldg., PHILADELPHIA, PA,

L. F. MILLER & SONS
Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.
CONSIGNMENTS SOLICITED
Special attention given to the handling of
CORN and OATS

The fact that we want your Wheat, Corn,
Oats and Mill Feed does not interest you, but the
fact that it will make you money to ship to us
does. Hundreds of satisfied shippers will say that
LEMONT makes them money.

E. K. LEMONT & SON
411 Bourse Building PHILADELPHIA, PA.

ROPP'S CALCULATOR

A new and improved edition of this standard work, in-
valuable to grain dealers. Tables show at a glance the
value of wheat, corn, rye, oats, barley, seeds, etc., at all
market prices per bushel; also, the weight reduced to
bushels. Trade discounts, stock tables, capacity tables,
short-cut arithmetic. Solve any problem in the twink-
ling of an eye. The grain tables alone make it indispens-
able to all who handle grain. Price \$1.50 postpaid.

MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St., Chicago, Ill.

CONSIGN
OR
SELL US
YOUR WHEAT

E. E. DELP GRAIN CO.
EXPORTERS
453 Bourse Building Philadelphia, Pa.

SELL US
YOUR
BARLEY AND
RYE

CHAMBER OF COMMERCE

BALTIMORE

GRAIN RECEIVERS

OUR PATRONS Get the Service

JOHN T. FAHEY & CO.

GRAIN RECEIVERS AND EXPORTERS

Send Us Your BALTIMORE Shipments

BALTIMORE, MD.

HAVE YOU TRIED

E. STEEN & BRO.
GRAIN--HAY

Baltimore, - Md.

CHAS. ENGLAND & CO.
RECEIVERS OF
GRAIN and HAY

308-310 Chamber of Commerce
BALTIMORE, MD.

Baltimore Pearl Hominy Co.
Seaboard Corn Mills

Baltimore, Md. S. F. Evans, Mgr.

We are always in the market for White and
Yellow Corn for Milling purposes.
Correspondence and Offers Solicited

New Firm Name But Same GOOD SERVICE
WALTER F. MACNEAL & CO.

Formerly of and Successors to
J. M. FRISCH & CO.
316 Guilford Avenue, Baltimore

For 25 Years We Have Specialized **GRAIN - HAY**
Consignments Solicited

WALLS, BINS AND GRAIN ELEVATORS

By MILO S. KETCHUM

Design and construction are covered completely in this book of 556 pages. The new second edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

PRICE \$5.00 POSTPAID

MITCHELL BROS. PUBLISHING COMPANY

431 S. DEARBORN STREET
CHICAGO, ILL.

PRODUCE EXCHANGE

NEW YORK

GRAIN RECEIVERS

BRAINARD COMMISSION COMPANY
RECEIVERS AND EXPORTERS
OATS AND BARLEYSend samples all off grade grains
Consignments SolicitedProduce Exchange
NEW YORK**L. W. FORBELL & CO.**

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.
We are Specialists in these grains and
are strictly Commission Merchants.

GRAIN RECEIVERS

OTHER MARKETS

GRAIN RECEIVERS

E. A. MOWREY
Pres. and Mgr.
C. W. COLBY
Secretary
HUTCHINSON, KANS.**HUTCHINSON GRAIN Co.**
Receivers and Shippers
GRAIN, HAY and FEEDDEALERS IN
Kansas Turkey
Hard Wheat

LANCASTER, PA.

ALWAYS INTERESTED
IN BUYING and SELLING
GRAIN and MILL FEEDS
Keep us posted on your offerings, or advise us
what you wish to buy.
We want to keep in touch with you regularly.
JONAS F. EBY & SON
Lancaster, Pa.

CRAWFORDSVILLE, IND.

CRABBS REYNOLDS TAYLOR CO.
Crawfordsville, Ind.
GRAIN
Clover and Timothy Seeds
Get in touch with us.

CINCINNATI, OHIO

BROKERAGE & COMMISSION
GRAIN FLOUR MILL FEED
A. BENDER
Mill Feed A Specialty
610 Fourth Nat. Bk. Bldg.
PHONE MAIN 2492 CINCINNATI, O.

MEMPHIS, TENN.

WALTER M. BROWNE
GRAIN HAY AND MILL FEED
Consignments Solicited. MEMPHIS, TENN.
Member Memphis Merchants Exchange
Memphis Grain and Hay Association
Grain Dealers National Association
National Hay Dealers Association

CEDAR RAPIDS, IOWA

Cedar Rapids Grain Co.
RECEIVERS AND SHIPPERS
CEDAR RAPIDS - IOWA

Consign to or Ask for Bids

The Brouse - Skidmore Grain Co.
Receivers and Shippers
GRAIN-HAY-FEED
CINCINNATI, OHIO
Milling Wheat and Corn Our Specialty
Mail Us Samples

DENVER, COL.

The Denver Elevator
Wholesale Grain and Grain Products
Colorado and Kansas Flours
DENVER, COLORADOKING-WILDER GRAIN CO.
BUYERS and SHIPPERS
Write, wire, phone
Cedar Rapids Nat'l. Bank Building, CEDAR RAPIDS, IA.

CAIRO, ILL.

Samuel Hastings Co.
Cairo, Ill.
Established 1885Ady & Crowe Merc. Co.
Denver, Colo.
GRAIN HAY BEANS
A. & C. Poultry FeedsE. CROSBY & COMPANY
WHOLESALE
FLOUR and FEED
MILL AND ELEVATOR AT
Brattleboro, Vermont
Storage capacity, 500 cars sacked goods,
125,000 bu. bulk grains.

SPRINGFIELD, ILL.

John H. Lloyd & Co.
Grain Merchants
Members—
Chicago Board of Trade
Grain Dealers Nat'l Assn.
Illinois Grain Dealers' Assn.

Springfield, Illinois

TERRE HAUTE, IND.
Paul Kuhn & Co.
Receivers and Shippers
GRAIN
Terre Haute IndianaUncle Sam Oats
Kiln Dried CornWrite, Wire or Phone
for Prices

LEADING GRAIN RECEIVERS IN ALL MARKETS

ATCHISON, KAN.

Mangelsdorf Seed Co., Seeds.*

ATLANTA, GA.

Gregg, Jos., & Son, grain & hay brokers.*†

BALTIMORE, MD.

Baltimore Pearl Hominy Co., corn buyers.*
Belt Seed Co., seeds.
England & Co., Chas., grain, hay receivers.*†
Fahey & Co., John T., receivers, exporters.*
Hax & Co., G. A., grain and hay receivers.*†
Macneal & Co., Walter F., grain, hay.*†
Steen & Bro., E., grain, hay.*†

BLOOMINGTON, ILL.

Bloomington Mills, R. C. Baldwin, Mgr., shippers.
Slick, L. E., receivers and shippers.*
Worth-Gyles Grain Co., buyers, shippers cash and future grain.*

BRATTLEBORO, VT.

Crosby & Co., E., grain, flour, feed.*

BUFFALO, N. Y.

Churchill Grain & Seed Co., grain and seeds.*
Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.*†
Electric Grain Elevator Co., consignments.*†
McConnell Grain Corporation, grain.*†
Pratt & Co., corn, oats, wheat.*
Ratcliffe, S. M., grain and hay.*†
Townsend-Ward Co., receivers and shippers.*
Urmston Grain Co., grain commission.*†
Whitney-Eckstein Seed Co., wholesale seed merchants.

CAIRO, ILL.

Hastings Co., Samuel, grain, hay.*†

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.*
King-Wilder Grain Co., buyers and shippers.*

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bache & Co., J. S., grain, seeds, consignments.
Bailey & Co., E. W., commission merchants.*
Bartlett Frazier Co., receivers and shippers.*
Bridge & Leonard, grain, hay.*†
Continental Seed Co., seeds.
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Freeman & Co., Henry H., hay, straw, grain.*†
Gerstenberg & Co., grain and seeds.*
Hitch & Carder, grain commission.*
Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merchants.*
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Lowitz & Co., E., grain commission.*
McCarthy Bros. Co., grain commission.
McKenna & Dickey, com. merchants.*
Miller & Co., Albert, hay and produce.*
Mincer, S., consignments, futures.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain.
Paynter, H. M., grain commission.
Pope & Eckhardt Co., grain and seeds.*
Quaker Oats Co., wheat, corn, oats, barley, rye.
Randall & Co., T. D., hay and straw.
Rosenbaum Brothers, receivers, shippers.*†
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Simons, Day & Co., grain, stocks, bonds.*
Updike Grain Co., consignments.
Wagner & Co., E. W., receivers, shippers.*
Ware & Leland, grain and seeds.*
Wegener Bros., grain commission.*

CINCINNATI, OHIO.

Bender, A., grain, bag, mill feed.*†
Brouse-Skidmore Grain Co., rec. & shipper.*†

CLEVELAND, OHIO

Cleveland Grain Co., receivers and shippers.*†
Shepard, Clark Co., grain merchants.*†

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*†

*Members Grain Dealers' National Association.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.*†
Denver Elevator, The, grain.*

DES MOINES, IOWA.

Ankeney Linseed Mfg. Co., flax.
Bartz & Co., W. H., grain merchants.*
Des Moines Elevator & Grain Co., grain merchants.*
Mid-West Consumer's Grain Co., grain merchants.*
Taylor & Patton Co., grain merchants.*

DETROIT, MICH.

Carson & Co., H. C., wheat, corn, oats, rye, beans.*
Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*

HUTCHINSON, KAN.

Hutchinson Grain Co., grain, hay and feed.*

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*
Evans Grain Co., Wm. R., grain merchants.*
Gale Grain Co., P. M., brokerage.*
Hayward-Rich Grain Co., commission and brokerage.*
Kendrick & Sloan Co., receivers and shippers.*
Kinney, H. E., Grain Co., grain, hay, feed.*†
McCardle-Black Co., grain commission.*
Merchants Hay & Grain Co., grain and hay.*†
Sawers Grain Co., grain commission.*
Springer-McComas Grain Co., grain commission.*
Urmston Grain Co., grain commission.*†
Witt, Frank A., grain commission and brokerage.*

KANSAS CITY, MO.

Addison Grain Co., grain commission merchants.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*
Peppard Seed Co., J. G., alfalfa seed, millet.
Rudy-Patrick Seed Co., seeds.
Thresher Fuller Grain Co., commission.*
Watkins Grain Co., consignments.*
Western Grain Co., shippers grain and feed.*

LA CROSSE, WIS.

Salzer Seed Co., John A., seeds.

LANCASTER, PA.

Eby & Sons, Jonas F., receivers and shippers.*†

LANSING, MICH.

Wickens Grain Co., Inc., buyers and shippers.*

LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.*†

LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.*
Farmer & Sons, Oscar, grain, hay, feed.*†

MEMPHIS, TENN.

Brown, Walter M., grain, hay, mill feed.*
U. S. Feed Co., receivers and shippers.*†

MIDDLEPOINT, OHIO

Pollock Grain Co., wholesale grain, hay.*

MILWAUKEE, WIS.

Bacon Co., E. F., grain commission.*
Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Flanley Grain Co., grain.
Franke Grain Co., receivers and shippers.*
Kamm Co., P. C., grain merchants.*
Kellogg Seed Co., seeds.
Mohr-Holstein Commission Co., grain com.*
Taylor & Bourne Co., corn, oats, barley.*

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*
Godfrey-Blanchard Co., grain commission.*
McCaull-Dinsmore Co., com. merchants.*
Quinn, Shepherdson Co., grain merchants.*
Scroggins Grain Co., The, wheat shippers.*

*Members National Hay Association.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW YORK, N. Y.

Brainard Commission Co., oats, barley.*
Forbell & Co., L. W., com. merchants.*
Nungesser-Dickinson Seed Co., seeds.
Power & Co., W. D., hay, straw, produce.*
Radwaner Seed Co., I. L., seeds.

PEORIA, ILL.

Buckley & Co., grain, hay, seeds.*
Bowman & Co., Geo. L., grain commission.
Cole Grain Co., Geo. W., grain receivers.*
Conover Grain Co., E. B., receivers, shippers.
Dewey & Sons, W. W., grain commission.*
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*
Rumsey, Moore & Co., grain commission.*
Slick, L. E., receivers and shippers, cash grain.
Smith-Hamilton Grain Co., grain.*
Warren Commission Co., consignments.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.*
Lemont & Son, E. K., wheat, corn, oats, feed.*†
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Rogers & Co., E. L., receivers and shippers.*†
Young & Co., S. H., grain, flour and feeds.

PITTSBURGH, PA.

Foster Co., C. A., wholesale grain, hay.*†
Harper Grain Co., grain commission.
Heck & Co., W. F., grain, hay, mill feeds.*†
Herb Bros. & Martin, grain and hay.*†
McCague, R. S., grain and hay.*†
Rogers & Co., Geo. E., receivers & shippers.*
Walton Co., Samuel, hay, grain, mill feed.*†

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.*†
Southern Brokerage Co., hay, grain, feed.*

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.*†
Goffe & Carkener Co., grain, hay, seeds.*†
Graham & Martin Grain Co., rec. exclusively.*†
Langenberg Bros. Grain Co., grain com.*†
Marshall Hall Grain Co., receivers, shippers and exporters.*
Mullally Hay & Grain Co.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Powell & O'Rourke Grain Co., receivers, shippers, exporters.*
Prunty, Chas. E., grain and seeds.*
Schisler Seed Co., A. W., field and garden seeds.
Schultz & Niemeier Com. Co., receivers and shippers.*
Seele Bros. Grain Co., commission.*
Toberman, Mackey & Co., grain, hay, seeds.*†
Turner Grain Co., grain commission.*

SIDNEY, OHIO.

Custenborder & Co., E. T., buyers and shippers of grain in car lots.*
Wells Co., J. E., wholesale grain, seed.*

SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.*

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.

TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.*
King & Co., C. A., grain and seeds.*†
Raddatz & Co., H. D., grain, seeds.*
Rice Grain Co., receivers and shippers.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.*
Young Grain Co., grain, seeds.*
Zahm & Co., J. F., grain and seeds.*†

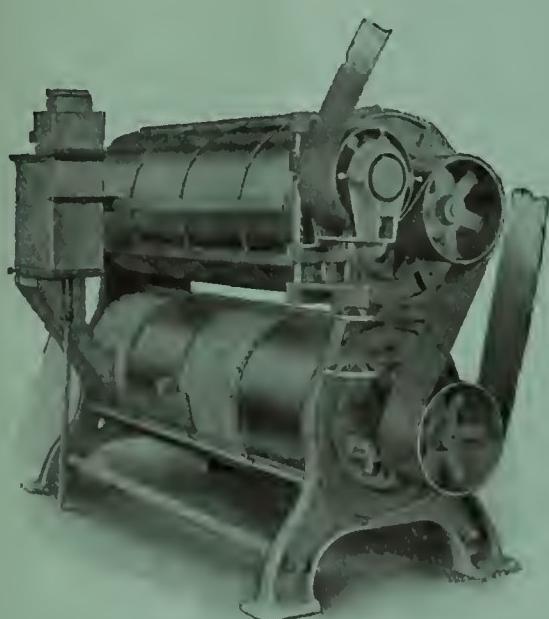
TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.*
Golden Belt Grain & Elevator Co., grain.*

WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.*†

CLEANING SMUTTY WHEAT WITH A WOLF-DAWSON WHEAT WASHER AND DRIER



WHAT IT DOES:

1. It removes all sorts of contamination and impurities.
2. It washes the wheat clean and tempers it for the first break rolls.
3. It cleans smutty wheat and dries it for shipping or storing.
4. It does not cut, break nor crush the wheat berries.
5. It will not alter the color of the wheat.
6. Cleans the dirtiest wheat for one-half cent per bushel.

Besides being a profitable machine for both miller and grain dealer, it enables the miller to make the most sanitary flour in the world—Lowest Possible Ash Content.

THE WOLF COMPANY
CHAMBERSBURG, PA.

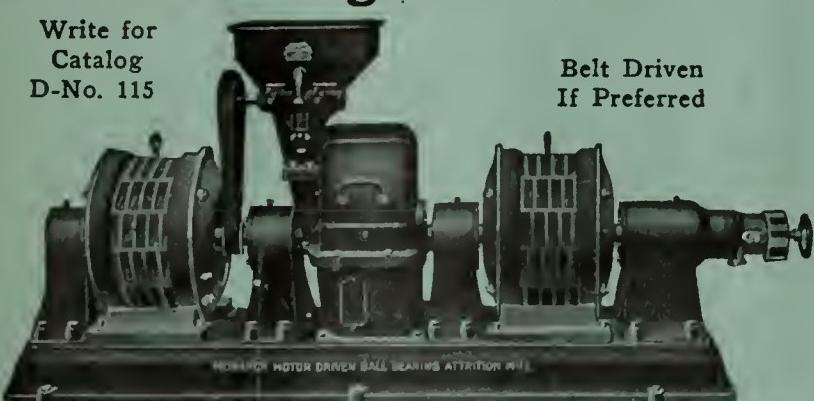
Stern, Costly Facts

Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

The Monarch Ball Bearing Attrition Mill

Write for
Catalog
D-No. 115



Belt Driven
If Preferred

The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320
Chicago Office: No. 9 South Clinton Street

The Corn Exchange National Bank

OF CHICAGO

Capital - - - - - \$ 5,000,000.00
Surplus and Profits - 10,000,000.00

OFFICERS

ERNEST A. HAMIL	Chairman of the Board.	JAMES G. WAKEFIELD, Vice-Pres.
EDMUND D. HULBERT,	President.	EDWARD F. SCHOENECK, Cashier
CHARLES L. HUTCHINSON,	Vice-Pres.	LEWIS E. GARY, Assistant Cashier
OWEN T. REEVES, JR.	Vice-President	JAMES A. WALKER, Assistant Cashier
J. EDWARD MAASS,	Vice-President	CHARLES NOVAK, Assistant Cashier
NORMAN J. FORD,	Vice-President	JOHN S. COOK, Assistant Cashier

DIRECTORS

WATSON F. BLAIR	CHARLES H. HULBURD
CHAUNCEY B. BORLAND	CHARLES L. HUTCHINSON
EDWARD B. BUTLER	JOHN J. MITCHELL
BENJAMIN CARPENTER	MARTIN A. RYERSON
CLYDE M. CARR	J. HARRY SELZ
ERNEST A. HAMIL	EDWARD A. SHEDD
HENRY P. CROWELL	ROBERT J. THORNE
EDMUND D. HULBERT	CHARLES H. WACKER

UNITED STATES DEPOSITORY

Foreign Exchange

Letters of Credit

Cable Transfers

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

Weller

ELEVATING, CONVEYING
and
POWER TRANSMITTING
MACHINERY
For the Mill and Elevator



47 Elevator Heads and Doves in One Structure.

For years the Weller Manufacturing Co. has specialized in high-grade equipment for the grain and elevator trade, and to-day offer the experience gained in the manufacture of high-grade elevating, conveying and power transmitting machinery for some of the largest mills and elevators in the world.

Our engineers are at your service to help you solve your problems either for new installations or improvements in what you now have installed.

Delivery When Promised; What We Haven't Got, We'll Make

WELLER MFG. CO.
CHICAGO

NEW YORK
BOSTON

PHILADELPHIA
BALTIMORE

HOUSTON
SALT LAKE CITY

MOHAWK



RUBBER BELTING

For many years the Standard
Belting for elevators.

Specify this belting when con-
tracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber Mfg. Co.

301 W. Randolph St.

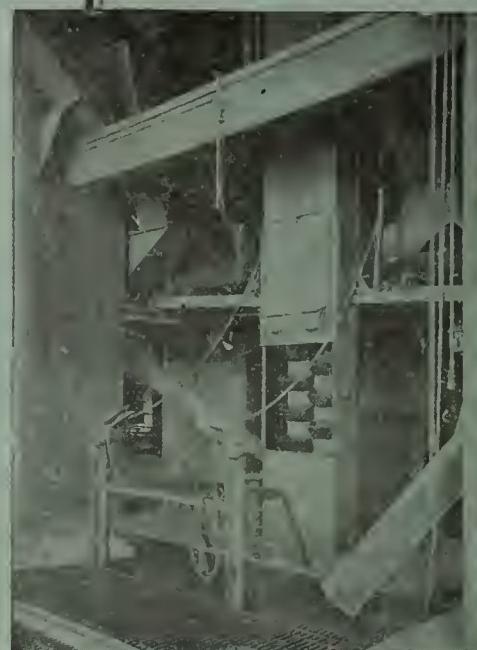
CHICAGO

WEBSTER

Grain Elevator Machinery

The biggest users in the world of Elevating, Conveying and Transmission Machinery for grain handling have repeatedly installed Webster Machinery.

In smaller plants, where effective equipment is fully as important, Webster Machinery holds the same prominent place.



203x)

**The WEBSTER M'F'G
COMPANY**

TIFFIN - OHIO
Offices in Chicago, New
York and Boston.

ARE YOU WORRIED

about the condition of that grain in your bins?
Let us equip your storage with a

Zeleny Thermometer System

to tell you the exact condition of
the grain and cut out the worry.

Over 100 Elevators Equipped
Write for Description

WESTERN FIRE APPLIANCE WORKS
542 South Dearborn Street

Chicago



Pioneers in the work.

The Supreme Courts have ruled against you, so why put off having a dust collecting system installed to prevent a dust explosion? It doubles the lease of life of your employes and gives you a clean elevator even though you never meet with a loss. We make dust collectors, but collectors alone will not protect you.

Write

THE DAY COMPANY,
Minneapolis, Minn.